

The National Rotarian

Vol. 2

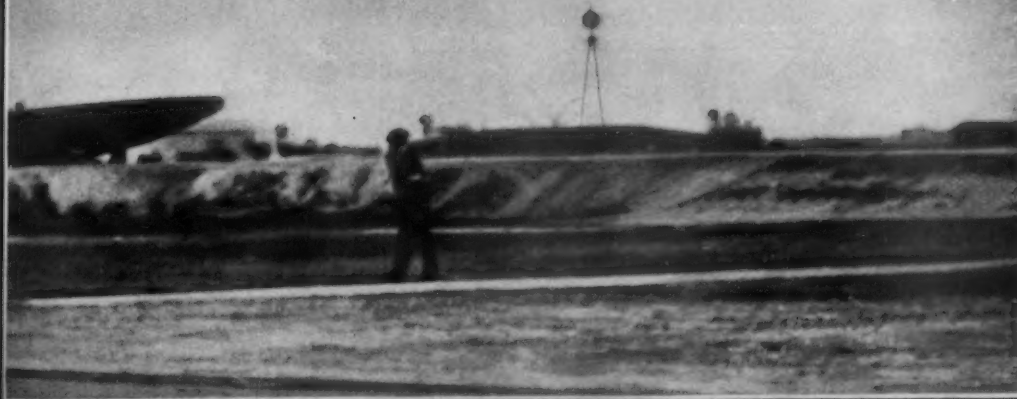
No. 4

APRIL, 1912



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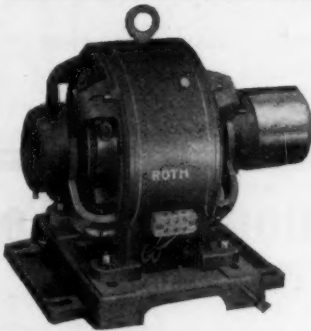
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PUBLISHED BY THE BOARD OF DIRECTORS OF THE ASSOCIATION

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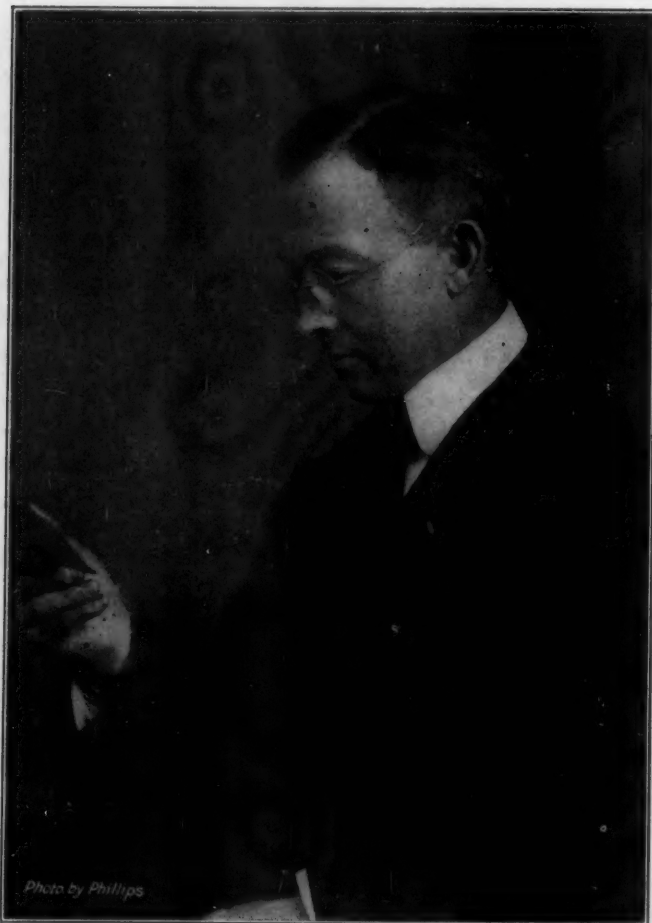
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CLAYTON W. PIKE

Chief of the Electrical Bureau of Philadelphia

(See article on page 39)

The National Rotarian

OFFICIAL ORGAN OF THE NATIONAL ASSOCIATION OF ROTARY CLUBS

Vol. II.

APRIL, 1912

No. 4

ROTARIANISM

A Discussion of Its Purposes, Activities and Influences

By DAVID C. FARRAR

(President the Farrar Advertising Company and President of the Rotary Club of Pittsburgh)

The Rotary Club of Pittsburgh is one of about fifty similar organizations now flourishing throughout the United States, Canada, Great Britain and Ireland.

The reports that come from these various spokes of the great wheel bespeak the solidity and enduring quality of the Rotary idea.

At this time the Pittsburgh Club has been in existence a little more than a year. Its progress has been characterized by a conservative caution due to the nature of Rotary's organism. To-day it is in a healthy state, based on a firm foundation, and ready to expand with greater rapidity than in the past.

Rotary is Unique.

The Rotary idea is unique—a direct outgrowth of the business evolution that is taking place throughout the country and the world in general. It is based on the soundest of psycho-

logical principles—that business is intensely personal, no matter how hard one may try to submerge the human element and claim, like the old-school trader, that "business is business."



President David C. Farrar

The Man—In Business.

Business is Service—this is the heart and soul of Rotary. In this complex world of trade, with its competition and strife, the Rotary idea stands out as a champion of the **Man** in business, and his personal obligation to his fellow man.

In the final analysis, business serves but two purposes. We have been prone to place the lesser of these in the place of greater importance. Rightly, placed these purposes are: First, to serve society, and, second, to make money.

A World-old Principle.

Rotary is the practical application of the principle that in our service to

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others is our greatest gain. This should not be construed as a purely altruistic motive but applied to practical, everyday business. The business man who habitually goes out of his way to oblige his customers and his friends has an investment paying the handsomest returns. The store that believes in giving its patrons the maximum of sincere, helpful service, as well as honest value in its goods, need not strive for reputation. It follows in the wake as surely as water flows to the sea.

A Cosmopolitan Organization.

In its physical aspect the Rotary Club is an organization composed of men, each one representing a business house, and each house in turn representing a separate and distinct line of business. In the aggregate then, we have an organization representing every conceivable line of business and professional endeavor in a great city—at once the most cosmopolitan and representative body possible to assemble, and yet one in which the absence of competition eliminates every vestige of commercial jealousy or selfishness.

Objects.

Rotary has four distinct purposes: First, to further the business interests of the members by their acquaintance with one another, and by a mutual desire to help each other secure business. Second, to bring together in one organization an all-inclusive representation of commercial and professional activity—a body of men literally representing the whole business community. Third, to make possible the discussion of commercial and civic questions demanding a consensus of opinion and action. Fourth, to make business a pleasanter occupation by the promotion of genuine friendship, based on the belief that personality is a too much neglected factor in business.

Advantages and Influences.

An analysis of Rotary principles and practice opens up the most inter-

esting line of thought. The Rotarian, by frequent meeting with his fellow members, is brought in contact with the whole world of effort, with men representing practically every imaginable business and profession. He meets not only earnest, able men, but the men at the head of their organizations—organizations that are highly representative of their class. In meeting with such men the Rotarian is hedged about by no constraint so frequently experienced in other business men's organizations. He is the only man in his line. There is no one to hinder him or outdistance him in his efforts at honorably and energetically promoting his interests.

In organizations founded for the purpose of promoting or protecting some particular line of business, the member's field of opportunity is generally a more or less narrow and selfish one. He usually meets with only those of his own kind, to discuss topics of comparatively limited scope.

In its broadening and educating influences, the Rotary Club is admittedly more potent than the organization limited to one profession or business, and in many ways superior to the civic-commercial body.

Its operations ramify throughout every walk of life, its meetings are the gathering place of men who have achieved success in every line of endeavor. Could there be a more diversified body? Could the composite of such a membership be other than the perfectly balanced, rounded out man of the hour?

To share in the benefits of such an organization is a privilege not to be regarded lightly. To take active part is to know these men in a way that no other association can bring about. For infused with the business side of Rotary is a generous admixture of the social side, whereby men become warm friends, though diametrically opposite in vocations. One learns the details of hundreds of different businesses. He finds to his surprise that certain products are made in certain ways,

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that certain goods would be of use to him. He forms an intimacy with one other man in every walk of business life in his city. He broadens and improves with every meeting. And all this time he has several hundred other live, earnest business men not only ready to promote his prosperity in every way, but actually placing their business with him as far as is consistent with good commercial procedure.

Rotary operates nationally just as well as it does locally. The Rotarian doing business in other cities naturally turns to the Rotarians in those cities because he knows that their admission to Rotary is a guarantee of their fitness and standing. Two Rotarians will do business together with greater dispatch and less friction because mutual confidence exists through Rotary. A Rotarian will go out of his way to favor another. This is not a form of freemasonry but the powerful influence of personal association—the realization that man's trust in man is the basis of all business.

The amount of business transacted by Rotarians solely through Rotary influence is amazing. What does it signify? That business men prefer to deal with those whom they know personally, or with whom they have a personal common cause.

Individual Opportunities.

Since the purpose of Rotary is to help and be helped, all restraint is cast aside. The veil of false modesty concerning one's self-interest is dropped. The fact that we are all in business for our own benefit is proclaimed aloud—not whispered. Unlike social organizations where soliciting business is tabooed, here backwardness is tabooed, and legitimate self-advancement commended and encouraged.

Members are given the privilege of addressing the organization on their own business, and this has become one of the pleasantest and most profitable features of the organization all over the country. Since no competition exists in Rotary, one may speak

without restraint of his methods and plans.

Membership in the Rotary Club is not proffered to a man or firm without due consideration of their fitness. Members are not sought—they, in fact, seek the club. Once a certain line of business is represented, no other firm in that business may enter until the original member withdraws.

A Limited Membership and Why.

The claim sometimes heard that Rotary is an exclusive organization, a close monopoly, a combination in restraint of competition, is absolutely groundless. Great as are the advantages of membership, no binding obligations are incurred, nor is anyone expected to act other than to his own best interests.

Were Rotary to admit everyone, its very aims would be defeated, and a membership in it not highly prized. Indifference would exist where now only enthusiasm and activity prevail. There are other organizations to fill this want. Rotary represents every line but over-represents none. Its emblem, the wheel, typifies the completeness and balance which must exist if perfect harmony in purpose and operation is to be maintained.

While a much longer treatise could be written, it is readily seen that Rotary is in truth a unique organization, standing sturdily on its own platform—a blunt, straightforward purpose of self-advancement for the individual who is broad enough to advance the interests of others.

To fill each vacant classification of business eligible to membership, the Rotary Club of Pittsburgh welcomes the right man from the right concern.

The Complete Wheel.

With the foregoing sketch it will be seen that compliance with the organization's one strict rule—Active Participation—is a necessary requirement for membership. The spokes of the wheel must all be in place or in its weakened condition it fails to perform its proper functions.

(See conclusion at bottom next page.)

FOUR ABLE EXECUTIVES



FRANCIS M. CARROLL, President of the Boston Rotary Club; member of the law firm of Carroll & Flye, 18 Tremont Street, Boston; formerly Fire Commissioner and now Park Commissioner of the City of Boston. "The Boston Rotary Club is indebted to Mr. Carroll for making it what it is today," says Secretary Fitzwilson. A year ago the Club had 84 members—it now has 194 on its rolls. They are doing things with a dash and a vim that are inspiring.

CHARLES E. KNIGHT, President of the Detroit Rotary Club; President of the Michigan Drug Company, 26-38 E. Congress Street, Detroit. We haven't any line on his other activities, but we know they all swear by him in Detroit. During the past twelve months the membership of the Detroit Rotary Club has increased from 77 to 140 and there has been something doing all the time.

JAMES R. KINSLOE, President of the Harrisburg Rotary Club; Manager, Wm. M. Bear & Co., Stock, Bond and Grain Brokers, 17 N. Market Sq., Harrisburg, (Pa.); one of the hardest workers in all Rotarydom. His club is less than a year old but has 89 members who are up on their toes all the time. Under Mr. Kinsloe's leadership the Harrisburg Rotary Club has made a name for itself as a public-spirited organization that does things.

MACK OLSON, President of the Rotary Club of Des Moines; (our apologies for the mis-spelled name); President of the Mack Olson-Mobley Co., Real Estate, Stocks, Bonds & Loans, 254 K. P. Blk., Des Moines, Ia.; organizer of another Rotary Club now less than a year old, but with 65 "live-wires" on its rolls who are making history in Des Moines.

(Conclusion of President Farrar's article.)

THE KEY

TO ROTARY'S MANY BENEFITS is steady attendance. This is the one obligation required of you.

Page Ten

ONLY through personal contact with your fellow members can you and they gain.

IF YOU do not make use of this Key, it will be given to one who will.

Profitable Plant Adjustments

With an Example of How "A Young Fellow" Saved His Employers a Thousand Dollars or More a Month.

By HERBERT G. STOCKWELL.

The following is the third in a series of three articles from the pen of Mr. Stockwell, who is a member of the Rotary Club of Philadelphia.

"Have you had any experience with what is called scientific management?" was asked a steel manufacturer employing over three thousand people.

"I know it's all rot," was returned in a disgusted tone.

"Have you had any experience with scientific experts?" pursued the inquirer.

"No, and I don't want any. When I can't manage my plant without calling in anybody from the outside I will give up my job," said the manufacturer.

"Have you made any study of the economical operation ideas now being talked about?" questioned his friend.

"Study be hanged! It's all a matter of common sense. If you know your business you will know how to get the most out of it," was the answer.

"Do you have time to go into such matters yourself?" was the next question.

"No. My whole time is taken up in keeping the business moving. My predecessor increased the capacity of the plant to about three times the normal business, and I have a contract on my hands to get business enough to keep them busy," explained the head of the large concern.

"You don't favor the idea of making a special study to see how much you can get out of your men," observed his friend.

"No! Not the way some of these experts go about it. I believe that some of them have good ideas, but they push them too far. I wouldn't let them in my plant. They would upset us completely. Of course, I am always open for ideas. I will use any idea I can get that I think is good. Let me give you an instance. We've got a young fellow at our place. I tell you,

he's a crackerjack. You know we make finished steel castings. When they are poured they start on the rounds through the works in a zigzag way, and come back to the place they started from. Now, this young fellow told me that we were wasting a lot of time trucking them from place to place, and he planned out how we could rearrange the processes so the wheels would go straight through the mill from one operation to another, so that when the wheels were ready to be shipped they would be right at the place where we load them on the cars. We calculated that we saved about a thousand dollars a month, at least, by the change we made right there."

"Wasn't that scientific management?" observed his friend.

"Yes, but it was only common sense when you come to think of it," said the manufacturer. "I'll tell you of another case. This same young fellow found that we were only getting about 70 per cent. in weight out of our turned steel bars."

"How much should you get?" inquired the interested listener.

"Let me tell you. He went to the machinist who turned the bars, and found that he was getting ten cents a cut and was making too many cuts, because the forgings were too thick. Of course, the machinist wasn't kicking, because he was paid by the cut—the more cuts the better for him. Next, this young fellow went to the man who forged the bars, and found that he was being paid by the ton, so of course the bars were forged as thick as the law allowed."

"What did you do about that?" inquired his friend.

"We went to the machinist and told him that he could have the ten cents

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a cut all right, but every cut over the right number he could collect from the man who forged the bars. He put on a long face, but he could see we were in the right, and he began to kick against any surplus steel in the bars."

"Then we went to the forger and told him he could have his tonnage rate all right, but he would have to pay the machinist for all cuts he had to make on his lathe over the number he would make if the forgings were properly made."

"Did they strike?" quickly interjected his friend.

"Strike? No! What would they strike for? We didn't change their wages. All we changed was their wasteful ways. They knew we were right. By practising a little they could make the bars right just as well as they could make them wrong," exclaimed the steel man.

"How much did you save through the ideas of this young man?" inquired his friend.

"Why, we ran up the amount of finished steel we got out of a forging from about 70 per cent., which was our average, to something over 90 per cent., by that one discovery," answered the manufacturer.

"What did you do for the young man?" was the natural inquiry.

"Oh! We've given him everything he's asked for," was the answer.

"Where did you get him?" was the next natural question.

"We borrowed him from another plant where we have friendly relations. But they are going to take him away from us now that he has turned out so well," he answered regretfully. "The funny part of it is, this young fellow did much more good in our plant than he was able to do in his own place."

"How do you account for that?" was asked with interest.

"Well, I think it was because we had got used to seeing things go along every day just the same and nobody thought that any improvements could be made. This young fellow was a clerk in the cost department in his own

shop. He never made a pound of steel in his life."

"He wasn't even an engineer?" was asked.

"No. He had ingenuity, that's what he had all right," answered the steel man.

"Now, suppose that a man having ingenuity had made a business of doing just such things for manufacturers. Suppose that in addition to having a thorough knowledge of practical cost accounts, he possesses talent for straightening crooked places in every department of factory operations, wouldn't he be able to do for you all that this young man did—and perhaps more?" was the next question.

"Yes, if he had as much common sense and ingenuity as he had. Now, mind you, I don't say that these experts, some of them, haven't good ideas. I believe that every manufacturer ought to get the best information from everybody he can, no matter who. If any man comes along who can give him good ideas, a man would be a fool not to listen to him."

Our friend is right when he thinks of the economies effected through improvements made in his plant as being based upon common sense. But a man may have a large stock of common sense and still miss many of the opportunities for profitable adjustments in his business, until they are pointed out to him. Instantly his mind will grasp the idea and he will put into effect what seems to him to be nothing but the operation of common sense thoughts.

But it requires something more than a common sense mind to originate the changes which, when accomplished, seem so simple.

Manufacturers can acquire this faculty of mind by applying themselves to the task of cultivating a knowledge of basic principles of economical operation and, more important still, a thinking and observing eye.

Many of us look without seeing.

Then, again, many of us, perhaps the great majority, see the thing alone at which we are looking without re-

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gard to its right or wrong relation to the other things with which it is connected.

Experts of the right kind possess the ability to see the objects which they are inspecting as parts of the whole. It matters little to them what of the thousands of kinds of machinery, tools, implements, men or methods are under examination, they see the parts that are operating out of harmony, so to speak with the rest of the process.

In every factory and mill at least some one man should make it one of his principal duties to study the business as a whole.

Every manufacturing plant should have in its organization its own business engineer, who should seek the

best information obtainable from every possible source. This man should strive to interest everyone in the organization to become experts in their parts of the business.

It seems clear that manufacturers, in order to succeed in these particularly difficult times, must gather around them men of specialized ability. And it is the sensible thing to do to bring the combined intelligence of the organization to bear on every nook and cranny in the business in concentrated and inventive effort to eliminate all wasted time and materials.

A systematic undertaking of this nature is nothing if not sensible business science.

We are greatly indebted to Mr. Stockwell for the interesting series of articles which he has given us. That his firm (Herbert G. Stockwell & Co., Land Title Bldg., Philadelphia) are more than Certified Public Accountants is indicated by the character of the articles contributed by him. Out in Huron, South Dakota, last week I asked National Bank Examiner Munson if he knew Mr. Stockwell. He replied: "I have heard of him." I am sure that all Rotarians everywhere can now say the same.
—C. R. P.

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Rotary Efficiency---Direct and Indirect

How the Minneapolis Rotary Club Analyzed Its Efficiency and Established a Permanent Basis of Calculation.

By ANGIER G. FURBER

That Rotaryism based on "Service, Not Self," has attained a high standard of efficiency in the various clubs is a fact acknowledged by all Rotarians.

It is safe to say that there is not a club affiliated with the National Association of Rotary Clubs which could not point to many indications of increasing efficiency in its organization. The spirit of co-operation and service by every member of Rotary is growing every day. The average Rotarian knows that, in return for the service he is rendering to his fellow members, he is gaining for himself in one way or another.

And yet, everyone who has made a study of Rotary has felt the need of some tangible record or check on the efficiency of its members. Every club will have its selfish members, who have joined for the business they can get out of the club, and not in the true spirit of Rotary based on "Service, Not Self." These members, who do not take an active interest in the affairs of the club and serve its members, should be dropped from the membership.

In the past it has been customary at least with the Minneapolis Club, to consider the attendance of members at regular meetings of the Club as the key to the individual's loyalty and worth to the Club. This has proven a satisfactory method as far as it goes, but a member may just keep within the limits of the attendance requirements, and yet not be a very valuable member in his patronage or influence for the benefit of other members.

The question is, can an equitable and satisfactory system be established for determining the individual's efficiency, and would it be wise to judge a member's worth, and perhaps drop him from the rolls, unless he meets certain requirements, based on such a record? These problems the writer will not attempt to answer or dis-

cuss, but will simply outline the method the Minneapolis Club has adopted, not for the purpose of determining each man's value to the club, but for determining the value of the club to each member of the club, and the average efficiency of the club as a whole, that we may know as the years go by whether or not we are progressing as Rotarians.



ANGIER G. FURBER

Vice-Pres. Mitchell Advertising Agency;
Sec'y Rotary Club of Minneapolis
(1911-1912)

Many attempts have been made by various clubs to secure daily, weekly or monthly reports of the volume of business transacted between members. This has been attempted by two different systems in the Minneapolis Club, and did not prove the least bit satisfactory in either case. It is not so much the volume of business that is done between members that really counts as the loyalty of patronage, whether the volume is large or small, and the interest each member takes in every other member's business and them by influencing business to them.

With this in mind, a report blank was designed for the members to fill out which would determine the following:

How many of the members are patronizing each other member regularly?

How many of the members have, to some extent, patronized various other members?

How many of the members are making it a practice to buy Rotarian brands through the retailer?

How many of the members have actually tried to influence business to the other Rotarians?

And then, in order to equalize the reports in the final analysis, we wanted to know how many Rotarians there were who had no occasion to patronize each of the other Rotarians.

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This report blank was made out with each Rotary firm in the left-hand column, and a blank space left under each of the above headings for each Rotarian to check

according to his own experience. Below is given a copy of the form which was used.

	Giving business to regularly	Have given some business to	Buy their brands thru the retailer	Have influenced customers to them	No occasion to patronize
Thompson-McDonald Lumber Co., John F. McDonald. Arthur R. Thompson.					
Thorp Fire-proof Door Co., Walter H. Thorp.					
Thurston-Hoffman Co., Signs. Wm. H. Thurston.					
Travelers Insurance Co., Life, Accident, and Health Ins. Robert E. Esterly.					

When all these reports had been turned in that it was possible to get (and it may be well to say that 87 per cent of the Minneapolis members carefully filled out their reports) it was found that by careful analysis, a great many deductions could be taken from them.

After considerable study, it was determined to divide the report into its natural divisions of Direct Efficiency and Indirect Efficiency. The first division to include the exchange of business between members, either regularly, occasionally or through the retailer. Indirect Efficiency, which, in the writer's judgment, is the most important, and perhaps the least appreciated function of Rotaryism, being the patronage which has been influenced to Rotarians by other members.

The final analysis as taken from our first report is not, in the writer's judgment, an absolutely accurate deduction, but very close to it. If every member had put one check opposite every firm name in one col-

umn or another, the report would be as accurate as it could be made, but unfortunately a number of our members failed to insert a check opposite many of the firms, which in the judgment of the secretary, indicated that they had no occasion to patronize, but he did not know. However, the reports were as a whole very carefully filled out, and all of the members are much pleased with the final analysis of our first experience. It is now the plan of our club to secure a similar report from our members once every six months, and we hope that both our Direct, and especially, our Indirect Efficiency may show progress semi-annually.

Rotarians who are interested in Rotary efficiency and a study of our experience may be interested in the following extracts from our final analysis and report to the individuals of our club.

From our count figured in the manner indicated, we were able to give to the club a statement of the efficiency, both Direct and Indirect as follows:

- (A) 178 members in the club (October).
- (B) 154 members reported = 87%.
- (C) 147 firms represented in membership (October).
- (D) 22 firms whose goods are sold through retailer.
- (E) 3337 total checks—buying regularly.
- (F) 3067 total checks—have given some business.
- (G) 995 total checks—buying through retailer.
- (H) 2020 total checks—have influenced business to.
- (I) 9028 total checks—no occasion to patronize.

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- (J) 224 total checks—expect to patronize soon.
(K) 22638 gross possibilities for business relations.
(B×C)
(L) 3388 possibilities for rotary business through retailer.
(D×B)
(M) 13610 net possibilities for direct business relations.
(K—I)
(N) 22638 possibilities for indirect business by effort to influence customers.
(B×C)

$(E+F+G) \div M$ shows a net direct rotary efficiency of 54.3%.

H÷N shows a net indirect rotary efficiency of 8.8%.

32.6% buying-regularly efficiency.

$$E \div [K - (L + I)]$$

30 % giving-some-business efficiency.

$$F \div [K - (L + I)]$$

29 % buying-through-retailer efficiency.

$G \div L$

8.8% influencing-business efficiency.

$$H \div N$$

The following blank was filled out to show the efficiency of the Minneapolis Club as a whole in behalf of the individual members.

Showing the efficiency of the Minneapolis Rotary Club up to October, 1911, in
behalf—

- (A) 154 members reported.
(B) — doing business regularly with you.
(C) — have given you some business.
(D) — buying your brand through retailer.
(E) — have influenced customers to you.
(F) — no occasion to patronize you.
(G) — expect to patronize you soon.

$$B+C+D \div (A-F) = \text{—————\% direct efficiency.}$$

E ÷ A = _____ % indirect efficiency.

In a similar way we arrived at the efficiency of the individual members in behalf of the other members of the club as follows:

Showing the efficiency of _____ to the firms of the Minneapolis Rotary Club (up to October, 1911):

- (A) 147 number of firms represented.
(B) — you give business to regularly.
(C) — you have given some business.
(D) — you buy through retailer.
(E) — you have influenced customers.
(F) — you had no occasion to patronize.
(G) — you expect to patronize soon.

$$B + C + D \div (A - F) = \text{—————} \% \text{ direct efficiency.}$$

$$E \div A = \text{—————} \% \text{ indirect efficiency.}$$

This report shows the Direct Efficiency of the Minneapolis Rotary Club at 54.3%, and the Indirect Efficiency at 8.8%. It should be explained here, however, that this is hardly fair because it was based upon the idea that every member had an

portunity to boost every other member which of course, was not the case. But not having any way of determining the opportunities for indirect influence, we figured it this way for a basis of comparison with our next report. While the result as re-

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ported met with considerable enthusiasm from the members, no one felt that it showed accurately the best there is in Rotary, and yet all agreed that by one or two more experiences, the members having a more definite knowledge of what they were doing, we will secure a more accurate report, especially as regards the Indirect Efficiency. We feel that we have the basis at least for an accurate analysis of efficiency in the Minneapolis Rotary Club.

There is much more in Rotary that could

not be included in a report of this character. There is more that the individual member can do or receive from Rotary than is possible to indicate by a report of this kind. And yet, every member wants to know by some method of analysis what his efficiency in the club is, what the club is doing for him, and whether or not Rotaryism as a whole is making progress in the club. This system seems, to our members, to be a satisfactory method of determining these facts.

ANGIER G. FURBER, Secretary.

How Does Aug. 6th to 9th Suit You?

¶ Duluth Rotary Club has suggested that the Convention be held in August from Tuesday the 6th to Friday the 9th., and add: "The records of our weather bureau show that this is the most pleasant time of the year at Duluth." Including traveling this would require only a week's absence from home and business for the members of most of the clubs.

¶ Expressions of opinion are requested as to these or other dates for the convention. Address: Secretary N. A. of R. C., 911 First National Bank Bldg., Chicago.

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THE NATIONAL ROTARIAN

Letters From Divisional Chairmen

The Representatives of Some Thirty Different Trades and Professions Have Been Brought Directly in Touch with Each Other by Their Rotary Memberships. These Are the First Series of Letters from Chairmen of These Divisions. Others Will Appear in the Next Issue.

BANKS.

The January number of The National Rotarian contained a list of all the Bankers and Lawyers represented in the various



R. F. CHAPIN,
Chairman

Rotary Clubs in this country and abroad. The directory was the first one to be gotten out by a "Trade Division" of Rotary, and was, in a way, a partial try-out or test of the Divisional Plan.

The writer believes that a sufficient measure of success has followed to warrant the assertion that the idea should be carried out in other lines

than Law and Banking. That a growing sentiment in favor of a closer relationship among the Rotary Bankers is developing is evidenced to me by the correspondence I have received.

So far these letters have been mainly inquiries upon bank custom and practice in Chicago, the writers desiring to benefit by the experience of others in deciding problems that have confronted them. The range of questions put to me has been from a request for an opinion on the proper charge for handling certain varieties of trusts to the construction of an illuminated sign in use by my bank.

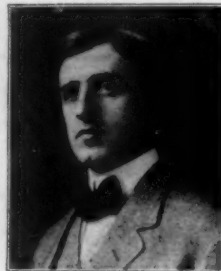
This sort of correspondence cannot help but lead to a friendly feeling between the correspondents, which as the acquaintance ripens, will be supplemented by the giving or influencing of business. Bankers all understand that established relations are not upset except upon very excellent provocation and are loath to make changes; so if none of us has placed a new account upon his books or received his fellow Rotarian's collections, he is neither surprised nor disappointed. That can only come in time, but oftentimes an exchange of ideas is as valuable or more so than an item of business.

The signs are encouraging for a liberal use of the Directory by the bankers, and it is to be hoped that the Divisional Plan will take hold in the various other lines in Rotary.

R. F. CHAPIN,
Secretary Union Trust Company, Tribune Bldg., Chicago.

LIFE INSURANCE.

I desire to express through the columns of the National Rotarian my appreciation of the honor that has been given me in



WALTER ST. JOHN,
Chairman

being selected Chairman of the Life Insurance Division and to compliment the one who first suggested dividing Rotary into divisions.

I can readily see the great benefits that can be obtained by this plan, providing the proper interest is taken by each member showing a willingness to assist one another by suggestions to

improve their opportunities in their line of business.

Many men fail or are not as successful as others because they do not manifest sufficient interest in getting full knowledge of the business in which they are engaged. I have been a specialist in life insurance soliciting for the past ten years, and hope I will never become so conceited as to feel that my competitors or those in the same line of business cannot teach me something that will help improve my business.

To the members of the life insurance division I suggest we get busy. In the near future each of you will receive a list of the members in this division. When you devise a method of advertising, or a particular way of soliciting which brings returns, let the rest of us have it so we can profit also. If you have a follow-up system in your office that is original, or out of the ordinary, tell us all about it. In other words, let's co-operate and by so doing we will all improve our efficiency.

The Chairman would like to have each of you write him giving him your ideas as to how best to proceed to make this plan beneficial to all of us.

Address WALTER ST. JOHN, Gen. Agt. Equitable Life of Iowa, Equitable Bldg., Des Moines, Iowa.

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PIANOS.

Some time ago, when President Harris organized the National Association into "Trade Divisions," he requested me to act as Chairman of the Piano Division, and as, when I became a member of Rotary, I promised to do anything I was asked to, I accepted the appointment.



W. S. MILLER
Chairman

The first question which presents itself to my mind is, "How can the members of the Piano Division co-operate in Rotary?" Possibly, from the advertisements you have read — from the schemes that have been resorted to by a certain class of dealers—from the puzzles you have been asked to solve (for the correct solution of which you will be presented with a check, the value of which, if it had any, would be in excess of the intrinsic value of the piano, on the purchase price of which it is allowed), you have reached the conclusion that the word "co-operation" was omitted from the piano men's vocabulary.

There are twenty-five piano Rotarians in this country, located in as many cities, forming a chain which crosses the country both ways, from the Twin Cities to New Orleans, and from New York to San Francisco.

Co-operation, reciprocity, and a square deal are the slogans of Rotary.

Can not the members of this Trade Division get together, and on a given day cause to appear in the papers of each town, an advertisement setting forth the fact that we have broken away from the old, wornout schemes, and henceforth will conduct our business on business principles? Do you not think that such concerted action would be noticed by the trade papers and the public press—and would it not redound to the credit of Rotarianism and the Square Deal?

Then, let us get together and stick together. In many instances those who deal in pianos can buy from those who manufacture them, and thus conform to the Rotary idea. Where this is impossible, each can say a good word for the product of the other or the goods sold by him, without chance of loss, as there is no competition in Rotary.

I am a strong believer in one price to all, and yet, I believe that, where it is possible, Rotarians should be favored in price, and I have made it a rule to always consider the fact that when I sell a piano to a fellow Rotarian, I have no commission to

pay; in fact, that it costs nothing outside of club dues to make the sale, and so give this advantage to the purchaser. In this manner, we of the Piano Division can be of direct benefit to the hundreds of piano purchasers in our ranks.

Unfortunately, there is nothing one buys in the purchase of which he can be so beautifully "trimmed" as in a piano. Therefore, I say, let all Rotarians contemplating the purchase of pianos, buy from Rotary dealers, and be assured of square deals.

Will not each piano Rotarian in the country please communicate with me, stating his ideas of what our Division may do for the good of the cause?

Address: W. S. MILLER, Vice-president Bush & Gerts Piano Co., 800 N. Clark St., Chicago.

OSTEOPATHS.

I welcome this opportunity to give publicity to Osteopathy, for Rotary has been of great benefit to us locally, and it should be nationally.



E. S. MERRILL
Chairman

Osteopathy, as a school of healing is nineteen years old. It was founded by Dr. A. T. Still, at Kirksville, Mo. Dr. Still was an army surgeon, to whom came the idea, now unfolded in the osteopathic school, that the body is like a machine in this way: that it must have each bone and muscle and nerve in its proper place or it will not do its

work to the best advantage. On this principle of adjustment has grown in nineteen years a school, the educational requirements of which nationally are superior to those of allopathic, homeopathic or electric schools. In nearly every state in the Union we have gained an equal legislative footing with the older schools of medicine. To-day the osteopathic physician is the man who can give the greatest possible relief under every conceivable condition of human suffering.

The individual members of the Rotary Clubs can help the osteopathic doctors of the several clubs by getting acquainted. It is unreasonable to ask any man to forget and turn aside from the teachings of a lifetime at once. The progress is one of education. Go to your osteopath and find out that he is a man who is as honest as you are, and as earnest, and as capable. Get him to explain how and why he drifted away from the old to the new, and perhaps you will find a new thought. Get an idea of what osteopathy is and you will at once

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see the value of it. No osteopath expects you to swallow his teachings at a gulp. He will give you time to digest them. It may startle you to hear that an osteopath will treat successfully diphtheria, typhoid, and pneumonia. You take a stiff knee or a lame back or an obscure nervous condition to him and expect him to get results that others can not get, but when he asks for a trial at some of the self-limited diseases like typhoid, you hold up your hands in horror. Well, go and find out why a seemingly sane man should make such a statement.

The osteopathic division can be of service to the individual practitioners by referring patients back and forth. Just now I have sent a communication to Detroit to

get a good osteopath there because I have under my care here a wealthy Detroit woman who wants to continue the treatment when she goes home. This is worth about \$200.00 to the Detroit osteopathic member of Rotary.

I want to urge the several osteopathic practitioners to write me at once and would suggest that if you know of vacancies in the other Rotary Clubs that you send in the names of men well qualified to fill them. A complete directory will be of great value, especially to the Eastern members, for we have many chances to refer patients to Eastern members.

Address: EDWARD STRONG MERRILL, D. O., 304 O. T. Johnson Bldg., Los Angeles, Cal.

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J. P. DUGGER, Secretary, (Member Chicago Rotary Club)

St. Louis Manager, OTTO DIECKMANN, Jr., (Member Saint Louis Rotary Club)

A LETTER FROM NEW YORK.

My Dear Secretary Perry:

I notice you quote me in that ideal issue, the January Rotarian, as saying: "Rotary is a club that puts a man on his mettle. Indeed it is. I said so. May I have a word to say why? Every Rotarian, generally speaking, is at the head of a profession or business; he controls a "line" in his club and he must, therefore, be capable of holding down that line—he must know his business and be a good fellow—or the local secretary will get complaints, and the local club get the devil. The Rotarian, lacking as per above, will first fall behind, and then fall out. In other words, you cannot say in Rotary: God made him, therefore let him pass for a Rotarian. To have a physical organism, fourteen or fifteen suits of clothes, a thirst of quality, a big bank account or equally big debts, is a recommendation for induction into other clubs than Rotary.

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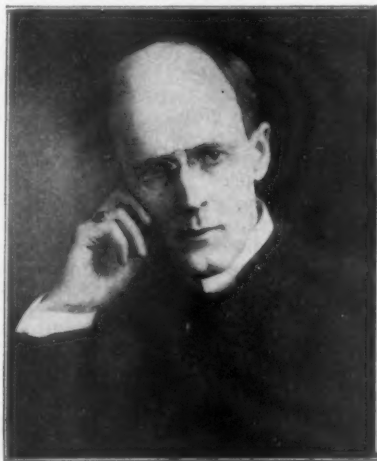
An English accent, French manners, or a capacity for "Scotch" are not enough. The Rotary lawyer's advice must be sound; the Rotary surgeon must have a lion's heart and a lady's hand; the Rotary florist's flowers must bloom oftener than in the Spring; the Rotary water heaters must raise the temperature of water; the Rotary glass signs must qualify as being real Tweed glass; the Rotary Irish linens must hail from Ireland, and Bro. Jenkins' do; the Rotary jeweler's gold must not be fools' gold; the Rotary hotel must not be a "high heel" house; the Rotary cigar man must "use tobacco;" the Rotary dentist must not be from Missouri. I stated the fact too mildly: Rotary not only puts a man on his mettle, but it expands both his acquired and constitutional ardor to the Harris-Perry, Perry-Harris limit.

Very sincerely,

DANIEL L. CADY.

Messages from the President

PAUL P. HARRIS



Rotarianism is a step in the evolution of humanity and in the emancipation of man from the exactions of unceasing servitude to the interests of self.

Possibilities of the Divisional Plan.

The divisional plan possesses unlimited possibilities. It is even rational to look for permanent business alliances as a result of the development of intimate and friendly relations between members of the various lines.

For example, the Rotarian haberdashers throughout the world might develop a reputation for a particular class of goods, service and prices so that the Rotary wheel on a window would have a meaning to non-Rotarians as well as Rotarians. The character of goods, service and prices to be adopted by Rotarian haberdashers would, of course, be decided by the subdivision of haberdashers, and as each would have the benefit of the experience of all others and as many heads are better than one, it is fair to assume that good judgment would be used. If co-operative buying were to be considered wise and proper, the advantages would instantaneously multiply.

This department of a united National or International Rotary developed along legal, moral and practical lines, to its maximum of efficiency, would be worth a million dollars of any man's money.

We do not believe that the Rotarian scheme should be used as a means to effect monopolistic combinations, nor do we believe that it will be so used; but we do believe that there are many features of co-

operation which can be so utilized as not to be inimical to the interests of the public, and such features can, we believe, be developed to the highest possible point of efficiency under the Rotarian plan.

Mr. Eugene MacCan, secretary of the New York Club, is a florist, and has a store on Broadway. His enthusiasm for Rotary has led him to place a large Rotary wheel on his front window in conspicuous view of the multitudes of the "Great White Way."

We have heard that wheel mentioned by Rotarians from cities other than New York, and we have heard it mentioned by men who are not Rotarians—who know of Rotary in their home cities. We do not know that these men made purchases from Mr. MacCan, but we believe that if they had been intending to make purchases, they would have felt much more at home in dealing with Mr. MacCan than in dealing with any other New York florist.

Rotarians enjoy an enviable reputation. It is a valuable asset. The reputation must be maintained, to the end that its value does not diminish as time goes on and to the end that the public be not deceived.

The divisional plan affords opportunities of inestimable value to profitably utilize our national reputation, and we trust that its possibilities will be developed to their rational limit.

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International Teams.

In carrying out our international policy, we see the importance of bringing our American cities into closer relationship with our foreign cities. We have thought that it would be a wise provision to couple certain American cities with certain foreign cities; with the end in view of promoting exchange of ideas and friendly and business relationships.

As the Rotary Clubs have been longer established in the United States than elsewhere, it is thought that we may be able to extend a helpful hand to our foreign brother Rotarians. We believe, nevertheless, that the benefits will not be one-sided; that foreign Rotarians will have many new ideas which will be beneficial to us.

In order that there may be some competition and a friendly spirit of rivalry, we have conceived the idea of appointing international teams. They are as follows:

Seattle and Vancouver,
Minneapolis and Winnipeg,
Kansas City and Belfast,
St. Louis and Dublin,
Pittsburgh and Manchester,
Philadelphia and Glasgow,
Buffalo and Toronto,
Boston and London, and
Detroit and Montreal.

We have suggested that each Rotary Club appoint a committee to attend to the work. The committee in the Kansas City Club is known as the Belfast Committee, the committee of the Belfast Club is known as the Kansas City Committee.

We have made our selections from progressive American clubs and they should be able to give our foreign friends the best conception of American Rotarianism. Much will be left to the initiative of the committee.

We trust that all clubs that are interested will act expeditiously and without waiting for many suggestions from us. We think that this is an opportunity worth while if studied with care and developed. We shall expect interesting reports at the convention of the work of the international teams.

The Educational Value of Rotary

The business side of life may be divided into two departments; the money earning department and the money spending department. Both call for the exercise of our best talents. What does it profit a commercial organization to transact a stupendous business if it costs more to get the business than the business earns? What does it profit a business man to produce an income of twenty-five thousand dollars a year if it costs him thirty thousand to live? There's the homely old expression, "A

woman can throw more out of the back door with a spoon than a man can throw into the front door with a shovel." The woman gets the worst of the old adage, but it was born at an age when men lacked their present efficiency in the use of the spoon.

It is not so much a question of how much one makes as it is a question of how much one saves. The real study is to find a way to preserve the proper relative proportion between expenditure and income, is it not?

Let us save:

Not too much, or we shall become niggardly and narrow.

Not too little, or we shall know want.

Let us save just enough so that our lives may count for something worth while to ourselves, our dependents, the world and the friends we have in it.

Rotary seeks not only to teach us how to make money, but also how to intelligently spend money.

Let us grow to know ourselves and our respective businesses better in order that we may the more intelligently earn money.

Let us know our fellow Rotarians and their respective businesses better in order that we may more intelligently spend the money we earn.

When your brother Rotarian sells you his merchandise, he desires it to fit your requirements. All things else being equal, there is no more profit in selling a suit of clothes that does not fit than there is in selling one that does; besides your Rotarian friend is a business builder and hopes to meet you again some day.

To consummate a mutually profitable transaction, both buyer and seller must think. It is generally easier for the seller to do this than for the buyer. Why? Because the commodity under consideration is in his line, and he has taught himself to think about things that are in his line.

To sell goods is now conceded to be a science. We have schools of scientific salesmanship, and we know how much they have done and how much they are doing. It is the education of the vendor.

Perhaps in the evolution of mankind some prophet will arise who will establish the first school organized for the purpose of affording opportunity to study the science of purchase. It will be the education of the vendee.

Nor is Rotarian education complete when we have learned how to buy and how to sell. We have our places in our respective communities to fill, and each community has its own special and serious problems to contend with. If Rotary is to turn out well educated men, it must turn out men qualified to bear all of the burdens of citizenship, for after we have sold all our goods and made all of our purchases, we have yet to live.

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Let Us Get The Habit.

Have you never experienced a desire to help some fellow over a rough place in life's pathway or to just help him anyway, because he is your friend. Yes, you have, because you are a Rotarian and you have not only experienced the desire, but you have also experienced the gratification of realizing your desire. You have helped some one at some time, whether that some one needed it or not, from the sheer love of helping. If he needed it you probably benefited him; if he did not, you perhaps were the chief gainer.

If I were to do that same thing and then repeat the experiment a few times, I might acquire the habit. Habit makes character—makes me. I cannot lose in an experiment the inevitable result of which will be to make me better—stronger, can I?

I saw a friend leaving his office early yesterday. He said that business was dull, nothing doing, and the chances are that he will leave it early again to-morrow and that there will continue to be little or perhaps nothing doing. There are periods in the lives of most men, let them be, as a rule ever so busy, when there is a lull in the storm, when perhaps the time is too brief to enter upon a long task, too long to throw away.

If one has the habit, a little concentration of thought may reveal in a second where he can, by a telephoned word accomplish more for the other fellow than he could for himself in a whole day's work, and isn't it worth while?

Working for the other fellow calls for the exercise of a new set of faculties. We have been working for ourselves so long and with such absorbing interest that working for the other fellow comes at first, about as naturally as does chirography to the toes, but faculties as well as muscles can be developed. All that they need is exercise.

There is no reason why we should not ultimately be able to bring to bear upon the problems of others the same ingenuity that characterizes the efforts which we direct to the benefit of ourselves. Let us get the habit, and it will pay because "As we

unselfishly help others to succeed, we make progress toward success."

Get Sky Enough to Cover.

The thought has come to us: "Some good day after the big fight is all over, I am going to have a few acres of good rich earth all my own where I can dig and grub and let life's cares ooze off, to my heart's content."

How about those acres, anyhow? We have a recollection of having heard them well spoken of. The soil is said to be rich in the properties that make for good crops, but how about spring rains and summer sun? What use to us will rich acres be if the sky above them is to fail us? When we buy our acres let us make certain that title includes a perpetual easement to a favorable sky large enough to cover them; and before we buy, while the fight is still on, it may be well to remember that one can't even do successful battle in darkness. There ought to be sky enough to cover the battlefield and the sky ought to be illuminated by optimism, courage, tenacity, progressiveness and desire to render good accounts of ourselves during our respective periods of service.

The Strength of Greatness.

Among the sayings of Abraham Lincoln is the following:

I do the very best I know how—the very best I can; and I mean to keep doing so until the end. If the end brings me out all right, what is said against me won't amount to anything. If the end brings me out wrong, ten angels swearing I was right would make no difference.

This philosophy of Abraham Lincoln looks to me like pretty good sentiment, and as adaptable to business men as any others.

PAUL P. HARRIS.

The May Issue of THE NATIONAL ROTARIAN will be the great BOSTON NUMBER. Don't Miss this Opportunity to get Posted on "The Hub" and its Rotary Club.

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(Director National Association of Rotary Clubs)

A Greater Business For You In Seattle.

The advantages Seattle has over other cities may be made **YOUR** advantages over your competitors.

Establish your business, or a branch of your business, here and the great natural advantages which have built up the greatest city in the Northwest, will work for you, also.

**Opportunity
here now.**

So rapid has been the growth of Seattle and this entire territory, that the consumption of all kinds of commodities has, of necessity, been supplied almost entirely from outside sources. This condition, in itself, invites the establishment of factories at once.

**Specific
advantages.**

Locating in Seattle, a factory would be in the metropolis and commercial center of a territory, which, were it in the east, would stretch from the Atlantic to Illinois and from the Great Lakes to North Carolina; it would be at the purchasing and supply point of the rich Alaskan territory; it would be in a strategic position to take part in the great overseas trade—Seattle being two days nearer the Orient than any other American port; it would be at the termini of practically all the steamship lines, touching at Pacific Coast ports, which come through the Panama Canal; it would have use of the lowest cost power on the American continent; it would be in a position to meet and beat any competition.

**Municipal
assistance.**

This city will lend every assistance in its power to legitimate propositions. By a vote of more than two to one, Seattle Port District has just passed bonds for the erection of dock and terminal facilities, patterned after the famous "Bush Terminals" in Brooklyn, that will be unequaled on the Pacific Coast.

**Act
at once.**

Think it over calmly, test these statements, write for information for your own line of business and decide Seattle's claims on their merits. The time to act is right now.



Address the

**Secretary of the Rotary Club,
Alaska Building, Seattle, U. S. A.**

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Seattle Is Entering an Era of The Greatest Prosperity She Has Ever Seen.

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And this will mean more demand and higher prices for commercial and water front real estate. In a hilly city like Seattle, level land suitable for heavy business is limited in amount and for that reason offers exceptional opportunities for money-making investment. A small amount of money placed in this class of property today is alone capable of returning a fortune in a brief time.

What \$200 Will Do in Business Property in Seattle.

It will make the first payment on an \$800 business tract or a \$1,200 commercial water front tract in what must some day be the very center of the heavy business district of Seattle. If you would like to share in the growth and prosperity of Seattle you could do nothing that would guarantee you a greater profit than to purchase today in Seattle a tract of commercial water front land.

Just a line from you today will bring you full particulars with maps and birdseye pictures. The motto of our house is "He profits most who serves best."

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Fire Proof Warehouse

IF YOU ARE MOVING TO DES MOINES—
SHIPPING TO DES MOINES FOR DIS-
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IS—WE ARE HERE TO SERVE YOU
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Merchants Transfer & Storage Co.
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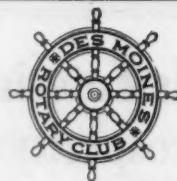
*Eaten by Rotary Men
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HEADQUARTERS
FOR DES MOINES**

GEORGE M. CHRISTIAN, Member



**ROTARY
OF
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"THE CITY OF CEMENT"

Sheurman Bros. Skirts

"From Sheep to Shape"

WE BUY THE WOOL
WEAVE THE CLOTH
MAKE THE SKIRTS

Sheurman Bros. Inc.

JAKE SHEURMAN, Member

Centennial Milling Co.

409-12 Securities Building
DES MOINES, IOWA

Flour and Feed Brokers

Correspondence solicited from
Merchants, Bakers and Jobbers

E. F. CONSIGNY, Member

**Des Moines Stationery
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*Equip Rotary Members' Offices
Everywhere
Especially in Iowa*

J. W. ROOVART, (Member) Pres.

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Tone Brothers

Old Golden
COFFEE

WILL TONE, Member

"Nicoll The Tailor"

**ROTARY
CLOTHES MAKER
TO DES MOINES**

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*The Sporting Goods
House of the West*

New Spring Catalog Just Out

Mailed on request

JOHN HOPKINS, (Member) Pres.

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Portland Cement**

IOWA PORTLAND CEMENT CO.

C. B. CONDON, (Member) Sales Mgr.

11th Floor Fleming Bldg.
DES MOINES, IOWA

**CAPITAL
CITY
COMMERCIAL
COLLEGE**

*The Great Business Training
School of the West*

Regular Commercial Courses
Advertising, Salesmanship
and Law

B. F. WILLIAMS, (Member) Pres.

Century Savings Bank

*If you have business in
DES MOINES
we will be glad to serve you*

LEO. STEVENS, (Member) President *

B. B. VORSE, (Assoc. Member) Cashier



**ACCIDENT AND HEALTH
INSURANCE**

Every Rotary Club Member should be
protected from loss of time, whether it be
through accident or sickness. Having de-
cided this, the next consideration is the
company

BANKERS' ACCIDENT CO., Des Moines
Iowa
F. L. MINER, Pres. E. C. BUDLONG, Vice Pres.
Rotarians

“Spoke by Spoke The Rotary Wheel is Being Sheldonized”

This was the published statement announcing last week's San Francisco Rotary Club's dinner—with the sub-head: “These Members are Studying The Sheldon Course,” giving the names of sixteen prominent business executives of that great city.

BE A SHELDON SPOKE

Mr. R. R. Rogers, Secretary of the San Francisco Rotary Club, is one. Write him. He'll tell you, and will also give you the names of the others.

THE NEW SHELDON COURSE

in “The Science of Business Building,” is well worth knowing about. We will gladly send to you descriptive literature of the Course of Study, and the service of The Sheldon School.

WRITE US.

THE SHELDON SCHOOL, 1362 Republic Bldg., Chicago.

Gentlemen: I will be glad to have your literature descriptive of your course, “The Science of Business Building.”

Name

Address

City..... Business Address.....

WHAT THE CLUBS ARE DOING

BELFAST.

I thank you for the printed matter you have sent me. I note you are sending THE NATIONAL ROTARIAN to each of our members, and I shall be pleased to get as many subscribers as possible to the end of the year.

Our average attendance has gone up 50% during the past month. We had an attendance of 73 at our last dinner and we hope to have at least 60 couples at our Whist Drive and Dance on 28th March.

We enclose our latest Roster and copies of our recent circulars.

HUGH BOYD, Secretary.

BOSTON.

February meeting of the Boston Rotary Club was held at Horticultural Hall, February 27th. This meeting was known as "February Meeting-Ladies Night and Birthday Anniversary." There were present 340 people. It was an evening dress affair, and no organization in Boston can boast of having presented a more beautiful picture than the one we gazed upon when all were seated at the banquet tables. It goes without saying that the members of the Boston Rotary Club proved beyond doubt that they have the prettiest wives and sweethearts in Boston and suburbs.

Our entertainment was made most enjoyable by having as our guests a number of the stars from the Boston Opera Company, who rendered a number of selections from grand opera. In addition to this, the guests' table was filled with prominent city and government officials as well as editors of several newspapers.

This was our first adventure on a "Ladies' Night," but I can see in the dim future another, as the first was a great success.

Having the Boston Opera people with us was due to a movement on the part of our Civic Committee, headed by Major P. F. O'Keefe. A great deal of boosting has been necessary for the retention of grand opera here and this committee felt that boosting grand opera would show the public that Rotary was not one-sided, or short-sighted. Unquestionably our effort to boost opera will strengthen our position in the opinion of the public.

Major Patrick F. O'Keefe, to whom I refer, has just been elected Exalted Ruler of the Boston Lodge of Elks, and by the largest vote ever given any candidate for that office. He is also proprietor of the

P. F. O'Keefe Advertising Agency, a charter member of the Boston Chamber of Commerce, First Vice-President of the Pilgrim Publicity Assn., a Director in the Cosmopolitan Trust Co., and member of many other fraternal and business associations. As Chairman of our Civic Committee we expect and know that Major O'Keefe will keep us on the jump.



MAJOR P. F. O'KEEFE

President Harris' birthday letter met with hearty applause.

A beautiful silk flag was presented to our club by one of its members, Mr. Robt. J. Miller, and while everybody was standing under the flag the orchestra played "America," the singing of which shook the roof. President Paul P. Harris or Secretary Chesley R. Perry would be wearing larger hats now if they had been present at our meeting.

Just a word to other Rotary Clubs: Keep your eye on Boston.

J. E. FITZWILSON, Assoc. Ed.

The City of Boston and its Rotary club will be the feature of the May issue. Watch for it.

COLUMBIAN INSECTICIDE CO.

Bugs All Kinds Exterminated

Guaranteed for one year. Goods for sale at leading grocers, druggists, and at offices of

THE COLUMBIAN INSECTICIDE CO.

7 Water St., Boston 552 Columbus Ave., N. Y.
P. J. BONNER, Pres., and a Rotarian

THE NATIONAL ROTARIAN

"BOOSTING CINCINNATI."

The Rotary Club of Cincinnati has come to the front and is receiving recognition from all other clubs of the Queen City as being a wide-awake club of Boosting Cincinnatians.

Shortly before closing the year of 1911 the present mayor of Cincinnati, then mayor-elect, favored the club with his presence at a noon-day luncheon, and expressed himself, after many encouraging remarks, as being completely surprised with the foundation and spirit of the club.

Since that eventful start, Mr. Zumstein, president of the Cincinnati club, has continued in his efforts to make good by having other city and county officials with the club at the noon-day luncheon, among whom were Mr. Pogue, prosecuting attorney, and Mr. Bert Baldwin, city engineer, who has been a very enthusiastic member of the Cincinnati Rotary Club.

Mr. Baldwin favored the club with a most interesting talk about the Cincinnati water works, one of the finest in the world, and surpassed by none on this side of the Atlantic. Not being a dry subject from any point of view and the description being so picturesque the effect seemed to awaken the spirit of the entertainment committee appointed by Mr. Zumstein some time since.

Mr. Alexander, district manager of the National Cash Register Co., and Mr. Brown, president of the J. B. Moos Co., jobbers in cigars, have accepted the appointment to this extent and have arranged what is looked forward to by the members of the club as a most delightful banquet and entertainment to be held at the Business Men's Club room March 29. The features of the entertainment have been kept secret and thereby enthused the members to advance the necessary assessment so that arrangement can be made satisfactorily.

All manner and means have been tried by Mr. Zumstein in his efforts to bring the members closer in their social and business relationship, but the most novel means of all was the going back to school days. A prize purchased by the club was given to the member who wrote the greatest correct amount of names of members of the club and their lines of business in a given time of five minutes. Mr. Crawford, who is in the addressing business, was the lucky member in a very close contest.

Through Secretary Wilberding's suggestion upon his return from a convention of merchant tailors held in New York City, another plan has been used in acquainting the members with their fellow members by giving all the privilege to furnish Mr. Wilberding, secretary of the club, with

stationery which is used in sending out his weekly announcements.

Cincinnati Rotary Club, although in its infancy, has and will continue to be of value to the Queen City.

ELMONT V. BANKHARDT,

Assoc. Ed.

Packing Cases

Made of Solid Fibre Board

Are the modern carriers
for merchandise when
gross weight of package
does not exceed 90 lbs.

WRITE US ABOUT THEM TO-DAY

THE REYNOLDS CONTAINER BOX CO.

Lockland, Ohio

ALBERT WESSELMAN, Secretary.
Member Cincinnati Rotary Club

DENVER.



Denver is now on the map of Rotary Clubs.

Denver got the Rotary fever as follows: The writer first learned of Rotary through the Des Moines, Iowa, club. It appealed so strongly to him that he immediately got in touch with Mr. Chesley R. Perry, the National Secretary, who furnished the names of about ten of our present members, who had also heard of Rotary, and these gentlemen were invited to attend an organization meeting, which was held at the Albany Hotel, with an attendance of seven. Like all beginners, we put our foot into it occasionally—and sometimes both feet—but we are now on a substantial basis and rounding out the rough edges.

THE NATIONAL ROTARIAN

At our second meeting we were fortunate in having Mr. Lee B. Mettler, of Kansas City, Mo., "The Hot Water Man," "show us," and he did. His earnest, logical talk convinced all of the twenty-five gentlemen present that they were "born lucky" in having the opportunity of being the real organizers of the Denver Rotary Club. Mr. Mettler's enthusiasm proved contagious.

On Feb. 8, Mr. Geo. E. Turner, the man who says "The World Moves—So Does Turner," entertained the club at a noon luncheon in his new fire-proof warehouse. After showing the members from the garret to the cellar, where we remained, we had an old-time "Dutch luncheon." Mr. Turner's unique entertainment consisted of "moving" pictures—that is, stereopticon views of the present day methods of the moving business in all parts of the world, taking in Europe, Asia, Africa, China, Japan, Australia, North and South America.

Needless to say Turner's was the best. At least, we all tried to make him believe we thought so, for he sure kept us "moving some." We gave him the "Tiger," and all felt pretty good, especially as Turner not only moved us free, but paid the bills.

To all Rotarians who may anticipate engaging in the moving and storage business, here's a tip from George Turner:

"All success comes the same way, through constant, persistent effort.

"Make up your mind what to do, then do it, and keep on doing it until you win or prove that you are wrong.

"Take things as they are and proceed to make them better."

Several of the members told me that they thought the luncheon a great idea, and would be glad to attend as many more free luncheons as were offered. Who's next?

Mr. Arthur L. Chandler, our first secretary, and one of the Original Seven, representing the American Multigraph Sales Co., was recently transferred to Buffalo.

Several members gave Mr. Chandler letters of introduction to the Buffalo Rotarians, and we all hope that Mr. Chandler will be one of us in Buffalo.

Mr. J. H. Hine of the Hine Desk Fixture Co., was unanimously elected to fill the office of secretary.

Brother Rotarians of Denver, our magazine, The National Rotarian, is the spokesman for all Rotary Clubs. Let's help ourselves by helping it. A little ad. will do the trick, and your associate editor is not asking you to do something he has not done. May we have your card in the next issue?

GEO. M. HARRIS, Assoc. Ed.

THE DULUTH ROTARY CLUB'S FIRST ANNUAL BANQUET.

On Monday, March 11, at 6:15 P. M., the members of the Duluth Rotary Club began to stream into the Hotel Holland to attend the first annual banquet.

By 6:30, fifty-five members were present—nearly 70 per cent of the total membership of the club.

A number of things happened: First, food; second, speeches; third, speeches; fourth, more speeches; eventually, election of officers.

Frank Randall started the second spasm with able eloquence; but was interrupted in the middle of his remarks by some young ladies, who entered the dining hall and insisted on singing "Billy."

At the conclusion of this melody, which was received with rapturous applause, Bill Burgess got up and left the hall, while Frank continued with his speech.

BRITISH MARKET

Organization of Agencies in
the British Isles for members
of American Rotary Clubs.

W. STUART MORROW

Secretary Glasgow Rotary Club

and

Organizer of the Rotary Clubs

OF

Glasgow, Belfast and Dublin

will undertake commissions, or organize agencies, in the British Isles for members of any American Rotary Club upon the following terms:

1. Necessary expenses to be advanced, but no fee paid until after the commission has been executed.
2. Client to estimate the reasonable value of the services after they have been rendered, and remit accordingly.
3. No appeal from said estimate, except to the Board of Directors of client's Rotary Club, whose decision shall be final and binding to both parties.

Address

100 Bothwell Street, Glasgow, Scotland

Going to Denver? Be sure to call on
THE G. M. HARRIS CURIO CO.
Wholesale and Retail
Genuine Navajo Blankets, Mexican
Japanese Curios, Indian Bead Work
Native Cut Stones

Opposite Savoy Hotel, Cor.
Broadway and 17th Ave.

DENVER

Correspondence Invited

THE NATIONAL ROTARIAN

As the brilliant young orator resumed his chair, the wild and sustainedly enthusiastic applause would unquestionably have made the welkin ring had it been in the room at the time.

R. L. Burke was scheduled to toast "The Ladies," and delivered a short and peculiarly interesting address in which he stated that he was not very familiar with the creatures, never having studied Natural History.

E. W. Russell, the retiring president of the club, delivered an interesting talk on "Duluth's Future," prophesying that Duluth would have many millions of inhabitants in the course of time.

Bill Burgess had to handle "The Future of the Rotary Club," which he is thoroughly capable of doing.

Ed. Filliatrault concluded the list of speakers, going briefly into the matter of the coming National convention, and explaining what had been done to date to lay the desirability of Duluth as the Convention City before the other clubs.

He recapitulated the features that make Duluth the best of all cities for such meetings; the cool summer climate, tempered by the continuous breezes from the largest and coldest body of fresh water in the world; the magnificent surrounding scenery, the natural parks, the sweeping drive-ways and boulevards along the brow of the hill; the excellent and entirely adequate hotel accommodation, and the excellence of Duluth's location with a view to transportation from all parts of the United States, either by rail or lake.

At the conclusion of his address the election of officers for the forthcoming year was taken up.

E. J. Filliatrault was elected president, and Malcolm Thompson, vice-president.

F. E. Randall and A. A. Michaud were re-elected as treasurer and secretary respectively, and were given a hearty endorsement of their good work during the past year.

Bate of Bradstreets, was elected statistician.

E. W. Russell received a vote of thanks for his excellent work as president during the past year, and was elected a director of the club for a term of three years.

The formal meeting closed and the remainder of the evening was pleasantly passed with song and story.

C. H. MACKINTOSH, Assoc. Ed.

Page Thirty-two



WM. G. STEARNS

Wm. G. Stearns & Co., Real Estate, 301
Chamber of Commerce Bldg., Tacoma.
Secretary The Rotary Club of Ta-
coma, Director National Asso-
ciation of Rotary Clubs.

DUBLIN.

Paul P. Harris, Esq., Chicago.

Dear Sir:—Your letter of the 23rd January addressed to Mr. J. H. Fleming, the president of the Rotary Club, Dublin, was handed to me to be read at our last meeting of the club, which was held on the 6th inst.

Our members then present were much pleased with your communication, the information contained, and the expression of your kind regards and good will. I have been directed by that meeting to express their reciprocation of your good wishes on behalf of our club here.

I shall get into touch with Mr. Perry in due course, and shall be glad of any interchange of information on matters of interest which we can afford each other.

I note that Mr. A. F. Sheldon is now in London, and should he visit Dublin, I am sure the club will be most happy to entertain him at one of our monthly dinners.

I am also pleased to have the name and address of the vice-president of the Rotary

THE NATIONAL ROTARIAN

Club in London, and shall take an early opportunity of communicating with Mr. Bigelow.

On behalf of the Dublin Rotary Club I send you sincere greetings.

Yours very truly,

CHARLES M. COGHLAN,
Secretary.

GLASGOW.

After organizing the Belfast Rotary Club with 137 members, and it is a club of which any man might be proud of having organized, I resigned the secretaryship to come to Glasgow. We will organize the Glasgow Rotary Club with 40 members (all picked men) on Tuesday evening next.

Glasgow, now a city of nearly one million inhabitants, is by far the largest city in either Scotland or Ireland, and in many respects ranks second only to London as the commercial center of the British Empire. Its direct communication by sea with English, Irish and American ports is a very important consideration to shippers.

I am taking steps for the organization and maintenance in Glasgow of a permanent agency for the display, exploitation and sale of Rotary Club exhibits.

I would, therefore, be pleased to hear from any American Rotarian desirous of placing their specialties on the British market at an almost nominal expense.

W. STUART MORROW.

NOTE.—In connection with Mr. Morrow's advertisement which appears in another column, attention is called to his registered address for cablegrams:

"Morotary, Glasgow."

Cable messages from America to Great Britain can now be sent at half rates if taken subject to 24 hours' delay; also "week-end" letters (20 or 30 words by cable) can now be sent at greatly reduced rates.

Not a Rotarian.

A couple of visitors from a rural district were in the strangers' gallery in the House of Commons trying to recognize their member on the floor.

"I can't distinguish him," said one after a hopeless visual observation.

"Of course not," was the honest reply. "He can't even distinguish himself."

MEET ME AT DULUTH

CONSIGN

shipments of household
goods to the

ORCUTT

Storage, Packing
and Moving
Company

4720-22-24-29-31-33 Easton Ave.

SAINT LOUIS

Fire Proof Warehouses

(Member Saint Louis Rotary Club)

HARRISBURG, PA.

February 29, 1912.

Please note we emphasize the date—February 29—one birthday in four years for the president of the Harrisburg Rotary Club.

Even though we did see and read President Collins' (Minneapolis) article "Service, Not Self," in a former issue of THE NATIONAL ROTARIAN, it was doubly pleasant to read it in the CHRISTIAN SCIENCE MONITOR (Boston), issue of February 7, and it was an additional satisfaction to see what a strong, good looking man they have presiding over the destinies of that wide-awake Minneapolis Rotary Club.

President Collins advises us that Mr. Alexander Dodds, Editor in Chief of the Christian Science Monitor, is a member of the Boston Rotary Club. Through the medium of the National Rotarian I want to say to Rotarian Dodds that while I am not a Christian Scientist, I do think he is Editor-in-Chief of the greatest newspaper in the world, and so thinking it is but natural that I am a subscriber. It is the cleanest, and the most uplifting and optimistic newspaper I have ever read. More power to Rotarian Dodds and his newspaper.

THE NATIONAL ROTARIAN

We are in receipt of most flattering letters from President Harris and Secretary Perry (National Association), and from Presidents Miller (Chicago), Hancock (Denver), Greiner (Kansas City), Collins (Minneapolis), Farrar (Pittsburgh), and Sharrock (Seattle).

President Miller (Chicago) writes: "I wish that there might be more correspondence among the presidents of the clubs, as I believe this would bring us closer together and give us ideas that could well be put into execution," and in the next mail we receive a letter from President Greiner (Kansas City) on the official letter-head of that progressive club, which gives the Harrisburg Rotary Club the suggestion that we may to advantage copy after that club, and whenever and wherever speaking of a fellow Rotarian ever and always mention his business in connection therewith.

The Harrisburg Rotary Club feels highly complimented over the kind things said about it in the January issue.

February 6 we inaugurated and successfully conducted our "Ladies' Night" banquet, which was conceded by all hands, in and out of Rotary, to have been the most beautiful and unique affair ever held in Harrisburg. Great credit is due the Membership and Fraternal Committees, as well as Rotarian Hoy, caterer. President Mead (Philadelphia) and ex-Treasurer Cady (New York) were guests and easily carried off all honors.

Mayor John K. Royal has appointed a committee of five to co-operate with a like committee from our club, headed by Rotarian Robison (Insurance Company of North America) to look into and submit suggestions as to "Fire Prevention," a subject recently taken up by our club.

We are now planning to hold a five-days' Rotary Show in the month of May. The committee headed by Rotarian Bass (Stieff Pianos) is rapidly getting matters in shape. Would be glad to hear from our friends in Chicago and St. Paul, who have had experience along these lines.

Since organization in May, each meeting has been voted a bigger success than the previous one, so on the 20th our regular business meeting was held at the establishment presided over by Rotarian Musser (Dauphin Electrical Supplies Co.) and was unanimously voted the "best ever." Buffet luncheon was served by the Entertainment Committee, all "eats" having been donated by various enterprising and generous members of our Club. Secretary Dreher (Min-



GLENN C. MEAD

Attorney-at-Law, 511 Crozer Bldg., Philadelphia, Assistant City Solicitor of Philadelphia, President Rotary Club of Philadelphia, Director National Association of Rotary Clubs.

nesota Mutual Life Ins. Co.) surprised the members by requesting each member to introduce the member immediately in front and back of him, and vice-versa. It's dollars to doughnuts they will all study their Rosters more carefully from now on, and will learn to know their fellow Rotarian a little more intimately. Profiting by the success of this meeting it has been decided to hold buffet luncheons at all meetings hereafter, except that a banquet will be given three times a year.

JAMES R. KINSLOE, Assoc. Ed.

"Success is not fees, nor office, nor salary, nor land, nor machinery; it is results obtained; harvests reaped, garnered, distributed; humanity bettered; the nation improved; the world enriched. Every man who leaves his home, his village, his nation better for his thoughts and deeds has succeeded; every man who has not, has failed."—Lyman Abbott.

THE NATIONAL ROTARIAN

NATIONAL BANK OF COMMERCE

National Bank of Commerce Building
TACOMA, - WASHINGTON

Capital \$200,000, Surplus \$450,000

Delbert A. Young, Assistant Cashier
(Member Rotary Club of Tacoma)

Union Trust Company

Tribune Building, CHICAGO, ILLINOIS

Capital and Surplus - \$2,500,000

Rufus F. Chapin, Secretary
(Member of Rotary Club of Chicago)

JACKSONVILLE.

In the Jacksonville (Fla.) Metropolis we note a three-column picture showing the Jacksonville Rotary Club having a weekly luncheon out on the veranda of the Hotel Burbridge.

From the article in connection with the picture we learn that:

"The membership of the organization comprises some of the most prominent and influential men of the city.

"Capt. John R. Slattery, corps of engineers, U. S. army, was the guest of honor. He addressed the members on the subject of river and harbor improvements.

"He predicted that within three years Jacksonville will secure for its harbor a depth of thirty feet at low tide, which will make it the greatest port south of Baltimore.

"Charles H. Mann acted as chairman of the meeting. Several members brought invited guests, prominent among whom were Hardy Croom, Supt. of the Jacksonville Traction Company; J. H. Gay, and J. J. Heard of the new Heard National Bank."

Will a merchant who is wise Ever cease to advertise?

Yes—when the trees grow upside down;
When the beggar wears a crown;
When ice forms on the sun;
When the sparrow weighs a ton;
When the gold dollars get too cheap;
When women secrets keep;
When a fish forgets to swim;
When satan sings a hymn;
When girls go back on gum;
When the small boy hates a drum;
When no politician schemes;
When mince pie makes pleasant dreams;
When it's fun to break a tooth;
When all lawyers tell the truth;
When the drummer has no brass—
When these all come to pass,
Then the man that's wise
Will neglect to advertise.—Anon.

"Every good and commanding movement in the annals of the world is the triumph of enthusiasm. Nothing great was ever accomplished without it."—Ralph Waldo Emerson.

KANSAS CITY.

When the toasts are over at the monthly dinner of the Kansas City Rotary Club at the Hotel Baltimore Thursday night the waiters will bring on 150 market baskets laden with merchandise for the wives of the 150 members of the club as souvenirs. In those baskets—the biggest the committee could buy—and heaped upon the tables will be supplies and household necessities enough to provide an ordinary small family a week.

In each basket there will be a lingerie shirt waist, a framed picture, a sack of flour, a pound of coffee, a can of baking powder, a 5-gallon bottle of water, a pound of butter, a book of milk tickets, a couple of theater seats, an assortment of canned goods, a collection of sheet music, a box of candy, a box of soap, a pair of silk hose, a bottle of olive oil and a bunch of violets.

A Year's Phone Service One Prize.

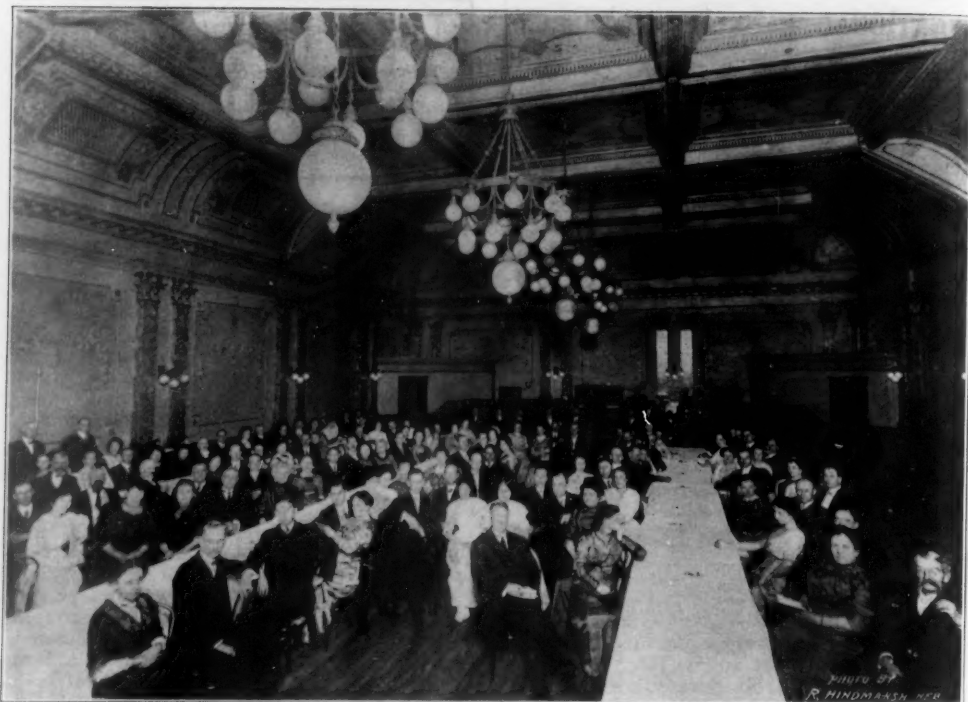
Upon another table will be a sewing machine, a writing desk, several women's hats, handbags, coat sweaters, a refrigerator, electric irons, sofa pillows, Oriental rugs and a host of other things as prizes to be drawn for by the women. One year's telephone service has been added to the novel assortment that will go to make up this unique set of souvenirs.

Each member of the Rotary Club has given an article or number of articles to make up the collection. The club is an organization formed by one representative from each branch of business and professional life. They meet each week to swap yarns about their several works of life, to broaden their views and to exchange new ideas for the upgrowth of Kansas City.

Oratory With Each Gift.

The club meets once each week and holds a dinner once each month. It is the February dinner that the members have planned to make such a novel event. A full course dinner will be served, and following this, as the waiters bring in the articles to fill the baskets beside each woman's plate, the person who gave each will rise in his seat and boost his article.—Kansas City Star.

THE NATIONAL ROTARIAN



LINCOLN, NEBRASKA.

The Lincoln Rotary Club celebrated the anniversary of the birth of Rotary in a befitting manner on Feb. 23, 1912, with an entertainment and banquet for the members and their ladies. Plates were laid for one hundred couples. President Phillips acted as toastmaster.

After introductions and a mingling together for thirty minutes, the members partook of the banquet. Short addresses were made by Rotarians C. C. Quiggle and F. C. Zehrung explaining the organization of the Rotary Club, its birth and principles.

The ladies were very enthusiastic and liberal in their applause and seemed to get into the spirit of the Rotary movement as the speakers dwelt at length on the practice of helping their husbands by using the Roster in making their purchases.

After the speaking the floor was cleared and all who cared to participated in tripping the light fantastic to the excellent music of the Rotary Orchestra, led by William Quick. For those who did not care to dance cards were provided.

The affair was an entire success and a great deal of credit was due the committee,

consisting of Rotarians Zehrung, Castle, Meier and Bedell.

It is the intention of the Lincoln Rotary Club to make this at least an annual affair. Those who were present were so well satisfied with the results that it will probably be decided to have something of this kind every three months or oftener.

In the announcement of this meeting it was said:

"There is one thing a man never forgets, never fails to do, and if he does forget it—well, he never forgets what he gets for forgetting. And that is the thing his wife tells him to do.

"We have decided that the women are the bosses and so we are going to appeal to the BOSS."

A flashlight picture of the meeting accompanies this letter. It may be an inspiration for other Rotary clubs to take up the work of educating the "Bosses" of the household and interesting them in the Rotary spirit.

The Lincoln Rotary Club has been having a fine attendance at their noon-day lunches, having had as high as 86 out of 108 members at an ordinary noon-day lunch. Our average attendance is about

THE NATIONAL ROTARIAN

60. We use the telephone for getting out the members. Each member, on Monday morning, as soon as he gets to his office, calls up the member next to his own business in the Roster. If he does not succeed in getting him, he leaves word with the party answering the phone and proceeds to call the next one on the list, and so on until he gets his man and then reminds him of the lunch and instructs him to call the next member on the list. No one is supposed to wait for a call but get busy as soon as he gets to his place of business.

At the last meeting a resolution was adopted to attend in a body an opera given by local talent for the benefit of a new city hospital.

B. A. GEORGE, Assoc. Ed.

LONDON.

Dear Mr. Harris:

I am very glad to hear that we are going to have Mr. Sheldon with us once more, and shall also have much pleasure in meeting Mr. Newton and Mr. Murphy. We recently received a visit from Mr. Downey of Cleveland, but unfortunately he could not be with us at one of our meetings.

I am glad that Belfast, Dublin and Glasgow are getting along well. We in London are going ahead much better this year than last. At our last meeting we put into practice one of your American ideas of getting each member to boost his right-hand neighbor's business. It was a great success; in fact it was one of the most satisfactory meetings we have had. We shall welcome any ideas you can give us to get the members' interest up to maximum temperature.

Every mail I receive nice letters, cheery printing matter from your various Rotary Clubs in America. I am looking forward to the time when we have similar matter to send out to our American brothers.

Yours faithfully,

E. SAYER SMITH.

"The world rears its loftiest shafts to the men

Who deliver the goods."

With plow, lever, brush, hammer, sword,
or with pen

They deliver the goods.

And while we their eloquent epitaphs scan
That say, in the world's work they stood
in the van,

We know that the meaning is, "Here lies a man

Who delivered the goods."

—Nixon Waterman.

Do You Ship to Kansas City?

If not, Why?

Quick delivery and saving in freights by warehousing with us, or consigning collective cars to us for distribution.

All details of Branch House business at only a nominal cost.

Tell your friends about us.

Clagett Storage & Transfer Co.
KANSAS CITY, MO.

(W. S. CLAGETT, Member Kansas City Rotary Club)

MANCHESTER.

Please accept greetings from the Rotary Club, Manchester. The Rotary idea has caught on splendidly here and applications for membership are pouring in. We have, in fact, to exercise great care in our selections in order that the ideals of Rotarism be fully attained.

We are only selecting the best and most influential in order that Rotarism may be a powerful factor in commercial and social circles in the near future, so that we are necessarily moving very cautiously in our acceptance of nominations.

We shall be very pleased indeed to reciprocate the friendly and fellowship feeling to all Rotarians from America who contemplate visiting this Country, and to hear their views at our meetings every third Thursday at the Albion Hotel.

JNO. SIBSON, Secretary.

MINNEAPOLIS.

The last two meetings of the Minneapolis Rotary Club in February were handled in a somewhat novel way. The first one was given over to the "Georges" of the Club and the second one to the "Williams" of the Club. They arranged their program, chose their presiding officer for the day and arranged for one of their number to sell the luncheon tickets. The Georges had their presiding officer dressed as Washington, and Washington told of his experiences after his retirement to private life, bringing in the rest of the Georges in such a way that each one told the nature of his business. Thus both days the different members had their businesses brought to the attention of those present.

On the night of March 1, 1912, we held our second annual installation of new officers. This is the one vaudeville stunt of the year, and we certainly had a "rousing" time. One hundred and forty-five were in attendance, and were bounced into the banquet room over a series of canvas-covered bed springs laid through a dark

THE NATIONAL ROTARIAN

hallway. Once inside they were greeted by sombre darkness, enlivened by dashes of thunder and lightning.

The installation committee appeared dressed as judges of the Supreme court of the infernal regions, and were attended by a red devil. The new officers were marched to the dias to the tune of funeral music and made to show their tongues that they might pass medical muster. New members admitted since the first of the year were made to stand before the company and take milk from miniature bottles.

Just before the soup course, several Rawson sketches were thrown on a screen, libeling every one of the old officers and some of the new, depicting events in their administration. The incoming statistician was presented with a live rabbit, the treasurer with a kicking donkey bank, and the secretary a goose, with a protruding quill—all these being emblematical of the office.

When the new officers took the places of the installation committee a bit of seriousness arose above the frolic, and the real spirit of Rotary was shown. B. Frank Collins, our retiring president, then rose and gave his farewell address. Mr. Frank L. Thresher presented Mr. Collins with an album containing pictures of all the members, and words of appreciation from each. Mr. Boughner, chairman of the installation committee, was presented with a tin loving cup for his services.

President James F. Sheridan closed the meeting with a few words, in conclusion saying, "My administration will not be radical, but my aim will be to work with you to make this Rotary club the best on earth."

GEO. L. LANG, Assoc. Ed.

PHILADELPHIA.

The great stove foundry of Isaac A. Sheppard & Company, at 4th and Montgomery avenue, has been sold to the John B. Stetson Company, and Sheppard & Company are building a new and even larger works.

Not overwhelmed by the burdens of this development, Mr. Howard R. Sheppard occupied the position of chairman of the Finance committee of the Keystone Party in the recent mayoralty campaign.

Mr. Herbert G. Stockwell, addressed the Business Science Club on February 2nd, upon the "Costs of Retail Merchandising." Mr. A. F. Sheldon was elected an honorary member of the club.

At the late municipal election, Mr. George A. Supplee, the hardware merchant, was elected a member of Select Council. It will be understood that with his councilmanic duties, his membership in the Reciprocity committee, to say nothing



EUGENE G. MacCAN

Proprietor "Butler's" (Florists), 918 Broadway, New York City, Secretary Rotary Club of New York, Director National Association of Rotary Clubs.

of his four hardware stores, time does not hang heavily on his hands.

Considerable merriment was caused at the January dinner, by Mr. Guy Gundaker, manager of Kugler's restaurant. Instead of having one grand banquet table, the room was arranged with a central table for the hub and radial tables for the spokes. The twelve members seated at each table were directed by the president to elect one of their number to hold the place of honor for the evening. The honor was much appreciated until the waiters brought to each table, a roast suckling pig, and placed it with a carving set, in front of the honored member, who, whether experienced or not, was compelled to carve it.

C. W. P.

The foregoing paragraphs were left over from Secretary Pike's news notes of last month. Philadelphia Rotary has lost his services as secretary and THE NATIONAL ROTARIAN will miss one of its most helpful associate editors. The following article explains what has happened.

THE NATIONAL ROTARIAN

CLAYTON W. PIKE HEAD OF ELECTRICAL BUREAU.

Widely-known Engineer, Appointed to Succeed James F. McLaughlin, Says Small Salary is no Object.

Clayton W. Pike, a widely-known electrical engineer, and a former instructor at the University of Pennsylvania School of Electrical Engineering, will assume the duties of Chief of the Electrical Bureau, today.

Mr. Pike was born in Fryeburg, Me., in 1866, and received his early education at Fryeburg Academy, of which Daniel Webster was once principal. He then attended the Massachusetts Institute of Technology, from which he graduated with high honors in 1889.

He has been a prominent member of various electrical societies and organizations, and has occupied the position of president of the electrical section of the Franklin Institute, the Electrical Contractors' Association, of Philadelphia, and the Philadelphia branch of the American Institute of Electrical Engineers.

He has also been an occasional contributor to the Electrical Technical Journals, and is the author of several electrical handbooks.

An interesting reminiscence of Mr. Pike's academy days is, that he frequently carried the transit and other instruments of Admiral Robert E. Peary, who spent several years in Fryeburg.

Director Porter told Mr. Pike that the position carried with it a salary of only \$5000 a year, which might be considered small compared with the salary he made heretofore.

Mr. Pike replied that he had an interest in a large electrical manufacturing concern, and that the salary was of little consequence to him, as he would take up his new duties only to serve the administration to the best of his ability.

The new chief is secretary of the Rotary Club and a number of other organizations.

He installed electrical equipment in the United States Mint, the State, War and Navy Building, in Washington; the State Capitol at Harrisburg during Governor Stuart's administration; Tome Institute and other places of note. He also had entire charge of the lighting, power, telephone and electric time systems in Lowell, Mass.—Philadelphia Press, March 1, 1912.

ATTENTION, ROTARIAN!

Quick action on your Collections.

Manufacturers and jobbers everywhere know that

**The United Mercantile Co.
Empire Bldg.
Pittsburgh, Pa.**

has a demonstrated service
100% Efficient.

Our 1% Triple Demand Forms will
cash your slow accounts.
We want to send YOU a book of them.

Write for it. No charge until
**THEY COME HOME WITH
THE MONEY.**

Wm. Meyer, Mgr.
(Member Pittsburgh Rotary Club.)

PITTSBURGH.

February 21st we celebrated the 7th anniversary of Rotarianism and had as our guest Mr. John Z. White, of Chicago, who pointed out the ways to correct the present unfair methods of raising revenue by taxation, and criticised the idea of shifting the burden of taxation from land to industry, and stated that this is just what an industrial center ought not to want.

Mr. Geo. W. Duffus (The Bradstreet Co.) told us about his business at the noonday meeting, Feb. 28th.

March 6th, Mr. Wm. Meyer (United Mercantile Co.) told us how he gets the money "for" you or "from" you. The methods employed by a commercial agency are extremely interesting and "Bill" was full of his subject and his remarks were greatly enjoyed.

Through the courtesy of Wm. H. Duff II (P. Duff & Sons) we enjoyed Rotary molasses on the waffles served at lunch.

We were delighted with the musical treat offered by Wm. C. Hamilton (S. Hamilton Co.) at the noon meeting March 13th. Mr. E. J. Delfraisse furnished a splendid recital on the Apollo Player Piano and demonstrated the many superior qualities of this wonderful instrument.

One of the selections, "Highball," by Lee S. Roberts, was played for the first time anywhere, and greatly enjoyed. This music, as yet is not even in manuscript

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form, and we felt honored that we should be the first to hear it.

A committee will be appointed to co-operate with Manchester, Eng., to the extent of promoting Rotary and exchanging ideas on trade relations.

The meeting March 20th was a "hummer" in all respects. Mr. D. J. Brown, treasurer of the Oil Well Supply Co. of this city, gave us an entertaining history of the oil business and its development from the time of the drilling of the first well for oil in China, down to the present time, and compared methods then with those now in vogue.

He told us that the first well for oil was drilled in the United States in 1859 at Titusville, Pa., by Col. E. L. Drake and that year 2000 barrels of oil were produced. Since that time 5300 wells have been drilled in this country, and in 1910, 212,000,000 barrels of oil were produced.

A handshaking contest was entered into for a prize offered by Edwin C. May (May Drug Co.) and the lucky man to shake his hand was E. K. Berner (The Church Envelope Co.) who secured an order for \$5 worth of merchandise at any of the May stores.

President Farrar has inaugurated a plan for getting better team work from our directors and committeemen. On Friday,

midway between our regular Wednesday luncheons, the officers, directors and committeemen lunch together each week and discuss plans for our club's progress. Three of these "administration lunches" have now been held and they certainly are a success. Hundreds of topics are discussed, for which we have no time at the large luncheons. We suggest this plan as an excellent one for gingering up a club's workers.

Mr. Enoch Rauh (Rauh Bros. Co.) President of the Pittsburgh Assn. of Credit Men, and an ardent Rotarian, is busy these days lining up his organization for the 17th annual convention of this association at Boston, Mass., in June.

They are going down to the "Hub of the Universe" one thousand members strong.

They sure will have a Rauh-sing time.

J. H. CONLIN, Assoc. Ed.

"Who is the happiest of men? He who values the merits of others, and in their pleasure takes joy, even as though it were his own."—Goethe.

"Not what I Have, but what I Do is my kingdom. To each is given a certain inward Talent, a certain outward Environment of Fortune; to each, by wisest combination of these two, a certain maximum of Capability."—Thomas Carlyle.

Haven't You Something To Sell To 6,000 Business Men?

¶ The National Rotarian reaches approximately 6,000 Rotarians of the United States, Canada, Great Britain and Ireland every month.

¶ These 6,000 business men are kindly disposed towards you, they are interested in what you are doing, they are in a receptive mood—talk to them in our advertising columns.

*The cost is small when you take into consideration
the select circulation.*

THE NATIONAL ROTARIAN

SEATTLE, WASH.

Just west of Chicago there is a town, yeclpt Seattle, where the primeval forest, the Indian, the cougar and the salmon roam the streets at will, but which, nevertheless, is the exact center of the universe, as is proven by the fact that the horizon touches the earth at exactly an equidistance from any given point in its limits. It is further noted as having a chapter of the Rotary Club, unexcelled by any in the world, and whose united ear is held to the ground to catch the least murmur of good for its town or its membership.

This community is now in the throws (note the spelling, which refers to the fits thrown by candidates and advocates of measures) of a complicated election. Where two or three are gathered together there you are sure to find one seeking the bubble reputation.

We are to elect, not select, that is done for us, a full set of city officials; to vote on the "Bogue Plans;" on an eight million bond issue for harbor improvements and upon twenty-one charter amendments, of which latter the common or garden variety of voter has about as much of an idea as has the hen of Fletcherizing.

Now comes our Club and its benefits. Take first the "Bogue Plans," which contemplate the complete remodeling of the city along permanent lines of beauty and utility. These plans will necessitate the ultimate but not immediate expenditure of \$75,000,000. The voter looks at the ultimate and is terrified. Two weeks ago 258 members of the Rotary Club sat for three hours and listened to two of the most able engineers in America explain, with lantern slides, their meaning. Ask yourself if a membership is not worth while.

On Wednesday last, our Corporation Counsel, Mr. Bradford, talked to us for an hour on the 21 charter amendments above referred to. He warned us to ask no questions and to expect no comments as to the legality or advisability, as his position precluded the propriety of his making such comment; but he explained the meaning of each item and every man sat with a note book, so that I believe there is no better posted set of voters in the city than are the members of the Rotary Club.

I hold that two such meetings are worth the year's membership to one who wishes to exercise an intelligent franchise.

Speaking of the intelligent franchise. You know that our wives and sweethearts are now in it with us up to the ears and some of the political arguments add a variety and spice to the usual humdrum of election affairs. For instance, one lady announced to her husband that she was going to vote for Mr. —, and when asked why she stated that his wife was such a lovely lady, and had phoned her and asked

Knocks Out Cold
—For catarrh, hay fever, coughs, sore throat gives instant relief and cure. Write us postal for **Sample Free**
Sold by over 35,000 druggists. Always keep handy 25c or 50c tube in the house or pocket.
Kondon Mfg. Co.
Minneapolis, Minn.



KONDON'S
CATARRHAL
JELLY

her to, and besides, they needed the money. Shades of Susan B.

One more matter and I will let you off, for I know I am over the 400 words you wished.

What I want to call attention to is the various methods adopted by our two bosses, Sherrock and Skeel, to force us into intimate acquaintance with each other. Every meeting they devote a few minutes either to making a man feel cheap because he cannot tell the name and business of his next door neighbor, or line us up and make us loop the loop and sing out every man's name we come to, even going so far as to put up a prize for the best posted man on membership. If there is any chapter of our club where things are kept humming louder than in ours I want to stuff my ears with cotton and visit it.

C. M. COE, Assoc. Ed.

WICHITA.*

It may be of interest to the readers of The Rotarian to know that the Rotary Club of Wichita, Kans., like that hustling western city, is in a most healthy and thriving condition.

The Wichita Club now numbers 100 members and their bi-monthly luncheons and monthly banquets are always awaited with interest by the members.

It has been the practice of the Club to secure some speaker of national prominence or wide acquaintance for the monthly banquets.

A short time ago Mr. Burton Pierce, Vice President of the Rotary Club of Kansas City, Mo., gave an interesting account of the organization and growth of the Kan-

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sas City Club, which was much appreciated by the members hearing it.

During the recent Men and Religion Forward Movement campaign held in Wichita, Mr. Fred B. Smith, the "World's Greatest Speaker to Men," made a talk that was thoroughly enjoyed by every member present.

Hon. Lyman B. Sperry, the noted lecturer, gave the club a thirty minute talk on "Conservation of Men" at the noon-day luncheon last week. It was received with such unusual applause that the speaker was required to rise in acknowledgment.

Mr. R. C. Ray, the Associate Editor for Wichita (and who is not the author of this article) recently furnished every member of the Club with a large pin button on which the member's name and business were neatly printed, with the Rotary emblem in the center. Each button was enclosed in a leather purse or case. He deserved and got a vote of thanks. These buttons cost him \$50, but Mr. Ray is manager of the Palmer Advertising Company and believes in his business name.

A rather novel and interesting demonstration was given at the banquet last Monday night by J. H. Graham, sales manager of the Hydro-Carbon Co., whose factory and main office is located at Wichita.

The banquet tables were lighted by "Air-O-Lites"—a portable gasoline lamp made by these people and sold throughout the country by the hardware jobbers.

Mr. Graham reviewed the history of the gasoline lighting business from its beginning, told of its growth and present recognition as an established system of lighting and gave the members of the Rotary Club an ocular demonstration of the safety of a gasoline lamp by tipping it upside down, revolving it in every direction and laying it down on the banquet table.

It was a sales talk that interested every one present and again emphasized the fact that our own institutions often grow to gigantic proportions right in our midst without our realizing their magnitude and importance in the commercial field.

We would like to hear from other Rotarians, how they conduct their meetings to keep up the interest. We are always looking for the latest.

A NATIONAL EMBLEM.

National Treasurer MacMartin says: "I do not like to be tagged any more than any other private citizen, but I believe that every Rotarian, when traveling, should wear the National Emblem. For instance, I have just been to Winnipeg and visited the Winnipeg Rotary Club. On the train I met one of the members of our Minneapolis Club and after the meeting at Winnipeg I met three members of their club whom I remembered having seen on the train. The fact is, our Minneapolis men are constantly going to Winnipeg and their men are coming to Minneapolis. None of our members had ever before called upon any representative of the Winnipeg Club and none of the members of the Winnipeg Club had ever made themselves known to us. I think the time has come when Rotarians should have an emblem button to promote recognition among traveling Rotarians."

Some of the Rotary Clubs have had their emblem or club design worked up into the form of a button or pin which some of the members wear. Inasmuch as the wheel is the universally recognized basic element of the Rotary emblem it would seem as though it would be sufficient if the Minneapolis men would wear their own local pin and the Winnipeg men would wear theirs.

Moreover, the adoption of a universal design to be recognized as the Rotary emblem is something that is in process of accomplishment. Director Mettler had us send out an invitation to all the clubs requesting them to have their artists or engravers submit designs for a national emblem which could be used on the stationery and publications of the National Association. When such emblem has been adopted it could probably be worked into a button or pin and be used in that way.

There have been a dozen designs submitted, but there has been no plan offered by which a selection should be made. In lieu of there being any suggestion of any kind as to how the selection should be made I would offer the plan of putting all these designs on exhibition at the next National Convention and letting the delegates vote upon them and adopt one of them.

C. R. P.

LOOK FOR THE BIG BOSTON NUMBER NEXT MONTH.

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SPOKANE.

(Printer: Set Spokane matter full width of page to make up for our neglect of this worthy club last issue.—Ed.)

I send you a copy of our Night Letter Telegram announcing the fact that our Club had reached a membership of 200. These announcements were delivered to all the members by the messenger boys of the Western Union Telegraph Co., the message being enclosed in a Night Letter envelope, addressed and the individual number of each member and the price of the luncheon under the classification of Charge, on the envelope.

NIGHT LETTER

THE WESTERN UNION TELEGRAPH COMPANY

Received at 114 Wall St., Spokane, Wash.

1 CH OM 50 N.L. New York, Jan. 30, 1912.

Mr. A. A. Kraft, care Rotary Club, Hall of the Doges, Spokane, Wash.:

We congratulate the Spokane Rotary Club on its arrival at the second milepost—**TWO HUNDRED MEMBERS THIS WEEK**—Think of it!! Two hundred units of the best brains and energy in Spokane!! If exerted in unison will accomplish almost any task. We hope they will be exerted for the best interests of all.

The Western Union Telegraph Company.

Midnight.

On the reverse side of this inspiring message appeared the program for the meeting, and it was a program equal to the message.



You may have noticed that our members have endorsed the Roosevelt policies in that the more progressive members have offered prizes for the first baby born in February, also the first baby born in November. Dr. Cunningham will give \$10 of his fee to start a bank account for each Rotary baby; Burns, of Shaw and Borden Co., will print the birth announcements for distribution; Angvire will take the baby's picture; McDermid will make an engraving of it for the announcements; Shields will give one of his \$1000 life insurance policies to the father; Winkley, Mngr. Milk Dept. Hazelwood Co., will furnish milk for the baby for a year; Luger will give him or her a junior "R. D." mattress.

At the luncheon last Thursday our members competed for a prize of a ton of coal given by The Hawyeke Fuel Co. for the best clean story. Lew Hurtig, our Amusements member, carried off the coal.

Another prize which is receiving a great deal of favorable comment has been worked out through the co-operation of Mr. R. E. Bigelow, of the Wentworth Clothing Co., and M. E. J. Hyde, Jeweler, in which the Clothing Co. have offered a gold charm, the emblem of the Spokane Rotary Club, with the inside triangle embossed with the letter S, an emblem of our city. Here is a cut of this charm, valued at \$25, which has been offered to every Rotarian trading \$100 worth with the Company during the year 1912.

Regarding Rotary Clubs getting quality, not quantity, in membership—we do both through the interest taken by our members, together with the facilities we have for investigating all names. On our membership committee we have the Superintendent of Bradstreet's, and the Superintendent of Pinkerton's National Detective Agency. Do you think that it is possible for any but the best to get by such a combination?

Through the Secretary's office, our Club is working out a plan for its members to co-operate so that all information relative to new construction work or contracts of various kinds as well as prospects for the products which the various members handle can be secured at the earliest possible moment. So far fine results have proved the wisdom of this undertaking.



L. F. ALLEN, Assoc. Ed.

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THE NATIONAL ROTARIAN

The National Rotarian

Published by the BOARD OF DIRECTORS
OF THE NATIONAL ASSOCIATION OF
ROTARY CLUBS OF AMERICA

Headquarters: 911 First National Bank Bldg., Chicago

CHESLEY R. PERRY, Editor and Business Mgr

Subscription Price: 10 cents the copy, 25 cents a year

Advertising Rates will be furnished on Application

NATIONAL ASSOCIATION OF



EQUITY.

We envy no man what he makes;
We challenge only what he takes.
—Edmund Vance Cooke.

Some day some one will advance the startling claim (if it has not already been advanced) that no one individual, family or concern is entitled to an income in excess of a certain sum unless such excess is devoted to the service of society in some way. And the suggestion will be adopted and society will enforce its observance. Socialism? Oh, no; just Advanced Civilization.

Can you imagine an income of \$6,000,000 a year? Not a fortune of \$6,000,000, but that amount coming in every year! What could you do with it unless you gave it away? What man could use it without danger of misusing it?

If you and I could make society over again on a Rotarian basis I rather think we might go at it something after this fashion: Well, gentlemen, here we are just starting in on this great big partnership of society; we haven't anything; we have got to create wealth—whatever that may be. About that time some one would say: "My, but I am hungry," and that would give us our logical start.

We would go on to reason: Well, first of all we have got to live and to do that

we must have food and drink and clothing and houses. Next, we want to get educated and enlightened, to grow physically and mentally and spiritually and develop the individuals and the race and that means schools and libraries and churches and time and facilities for study and research and thought and reflection. Next, then, we will be entitled to some recreation and play, to have a good time, to enjoy the luxury of ease.

We all agree upon these three things, don't we? Good. Of course every fellow has got to do his part according to his ability and opportunity. Remember we have all got to have food first, then we will all get education, and then the luxuries will come for all as we learn how to get them and how to get the time from work to enjoy them.

Do you suppose there would be any fourth provision that after one or more of us had got to the point of having all the wealth he could use even for luxuries he would be allowed to go on getting more at the expense of his fellow Rotarians and perhaps use it to oppress and enslave some of them?

Some day, I say, some one will advance the startling claim that every man is entitled to an income large enough to provide for life itself, an income big enough to insure the possession of the necessities and comforts of civilized life, an income munificent enough to allow for all reasonable luxuries—AND NO MORE, unless such greater income is accepted as a trusteeship and used to the benefit of society and particularly to increase the income of every man having a less one than his.

Did some one say: How large an income is a man to be allowed? I don't know how large it will be—perhaps \$25,000 or \$50,000 or maybe \$500,000 (personally, I think \$50,000 would be sufficient, although I may think differently when I get the \$50,000) but anyway it is not likely to be \$6,000,000, which is merely the annual return at 6 per cent upon an estate or a capital of \$100,000,000, a sum which is getting to be no more unusual in this day and generation than \$1,000,000 was when I was a boy.

If human nature is such that the average business man will try to avoid making any surplus income so that he won't have to surrender it to society or have some one else tell him what he shall do with it, he will have the choice of several things to do—he can charge less rentals for his realty holdings and that will be good, he can pay better salaries and wages and that will be good, he can sell his articles or services at lower prices and that will be good, or HE CAN BE A REAL ROTARIAN AND ENDEAVOR TO GIVE AS NEAR 100 PER CENT AS POSSIBLE IN THE VALUE

THE NATIONAL ROTARIAN

OF THE GOODS OR SERVICES HE SELLS.

There is a man operating a chain or system of restaurants in Chicago and some other cities. His establishments are clean and beautiful, his foods are wholesome and appetizing, his service is satisfactory, his prices are low. It would not surprise me to learn that he did not average more than 5 per cent profit upon the purchase of each customer. If he isn't giving 95 per cent of value, he will be doing so soon, I am sure. And he is getting rich, too. He is a good business man. He is a good man. He is a man. A hog is not a man. The individual in business who takes more than a fair profit is a hog. Some day, I say, some one will tell him so.

C. R. P.

BOOST OUR ADVERTISERS.

If you see an advertisement in this Magazine that interests you, ANSWER IT. If you know where an advertiser might get some business, write and tell him about it.

In a recent regular meeting notice to his club, President Sheridan, of Minneapolis, gave us this boost:

"During the past week the March issue of THE NATIONAL ROTARIAN has reached us. There are some excellent articles in this number, as in the previous issues, news of other clubs, and quite a bit of advertising. Do your best to consistently boost the advertisers in this magazine. The advertising is solicited on the grounds that Rotarians are born and bred in the idea of endeavoring to help the other fellow's business. Let's show them this is so."

We reproduce here President Sheridan's words, that all Rotarians may read them and join Minneapolis in "boosting our advertisers."

Mr. Alfred A. Packer has discontinued his Ventilator ad until next fall, but he gives our magazine warm praise and says, "THE NATIONAL ROTARIAN has been of considerable value to me through my ad placed therein."

The Stevens-Davis Company report:

"With reference to the two-page insert we had in a recent issue of THE NATIONAL ROTARIAN, we received one order from Belfast, Ireland, which shows that THE NATIONAL ROTARIAN is a business producer in foreign countries, as well as on our own soil."

THANK YOU, DOCTOR.

Our cover design this month is from a photograph furnished by Dr. C. W. Hawley, the Eye, Ear, Nose and Throat Specialist, of the Chicago Rotary Club, and an enthusiastic amateur photographer.

OFFICIAL DIRECTORY NATIONAL ASSOCIATION OF ROTARY CLUBS OF AMERICA.

Headquarters.

911 First National Bank Bldg., Chicago.

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First Vice-President—R. R. Denny, 911 Western Ave., Seattle, Wash.

Second Vice-President—J. E. Fitzwilson, 294 Washington St., Boston, Mass.

Treasurer—Mac Martin, 1020 Security Bank Bldg., Minneapolis, Minn.

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Secretary—Chesley R. Perry, 911 First National Bank Bldg., Chicago.

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THE NATIONAL ROTARIAN

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Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

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Secretary—J. E. FITZWILSON, N. E. A. Southern Ry. Co., 838 Old South Bldg. Phone Main 1730.

Headquarters at office of the Secretary. Luncheons held every Wednesday at 1 p. m., Louis' Cafe, Fayette Court. Monthly meetings held on second Monday of each month at 6:00 P. M., Hotel Nottingham.

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President—THOMAS H. NOONAN, Attorney, 734 Ellicott Square. Phones Fron. 420, Sen. 1211.

Vice-President—G. BARRETT RICH, JR., Federal Telegraph & Telephone Co., 332 Ellicott St.

Secretary—HERBERT L. HART, American Surety Company, 701 White Bldg. Meetings are held on every Thursday at 12:30 p. m. at various places.

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Vice-President—DONALD M. CARTER, Patent Attorney, 1410 Marquette Bldg. Phone Cent. 1651.

Secretary — HORACE W. DAVISON, Treas. Am. Plate Enamel Co., 910 1st Nat'l. Bank Bldg. Phone, Randolph 608. Club Headquarters and Secretary's Office, 910 First Nat'l Bank Bldg. Phone Rand. 608. Club dinners 2nd and 4th Thursdays, 6:30 p. m., at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Vogelsang's Restaurant, 175 W. Madison St.

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THE NATIONAL ROTARIAN

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Vice-President—HARRY H. STIPP, Law-
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City 5022.
Club Headquarters maintained at office of
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Meetings held on 1st and 3rd Tuesdays of
month at various places.

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month.

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Meetings every Monday noon at Lincoln
Hotel.

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Vice-President—KARL DELAITTRE,,
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THE NATIONAL ROTARIAN

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Physician, 621 Macheca Bldg.
Secretary—WM. J. BOVARD, Insurance,
902 Hennen Bldg. Phone Main 633.
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Meetings held 2nd Tuesday of month at
6 p. m. for dinner and 4th Tuesday at
8 p. m. at the office or establishment of
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Phones A. 1723, Main 5718.
Weekly luncheons held every Tuesday at
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Meetings held 1st Tuesday of month. Club
luncheons every Tuesday of month ex-
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THE NATIONAL ROTARIAN

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Meetings of the club are held on Thursday of each week at 12:10 p. m.

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Vice-President—CHAS. M. ELLIOT, Seymour & Elliot, 142 Townsend St. Phone Kearny 2353, J 2773.
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Club Headquarters at 803 Humboldt Bank Bldg. Weekly luncheons from 12:30 to 1:30 p. m.

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Vice-President—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones Cedar 1590, Tri-State 752.
Secretary—J. W. G. CURTISS, Country Newspaper Advertising, 202 Dispatch Bldg. Phone Cedar 5102.
Club Headquarters at Ryan Hotel. Regular meetings at Ryan Hotel every Mon-

day at 12:15 except the last Monday in month, when meeting is 6:15.

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Vice-President—G. K. BETTS, Washington Trust Co., Kinnear Apartments. Phones Main 546, Ind. 3553.
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Meetings held every Thursday at 12:15 p. m.

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Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

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Meetings of Club held every Monday of month except months of July and August.

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Up Hill and Down Dale but Always On the Job



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Before circularizing the members of Rotary Clubs of other cities you should inform yourself as to the action of the last convention on this matter.

Confer with the Secretary of your own Club or send to National Headquarters for a copy of the proceedings of the Portland Convention.

Yours respectfully,

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